ANIL DEVLI, CEO, INSA
Indian Tonnage Growing on the Coastal Route

PARADIP PORT
Aiming To Be The Numero Uno

HARPREET S MALHOTRA
Breaking Barriers and Leaping Ahead

FRAUD
Sudden Impact!

CAPT. VIVEK ANAND, NYK
"The Most Diversified Will Survive"

India's premier maritime business magazine

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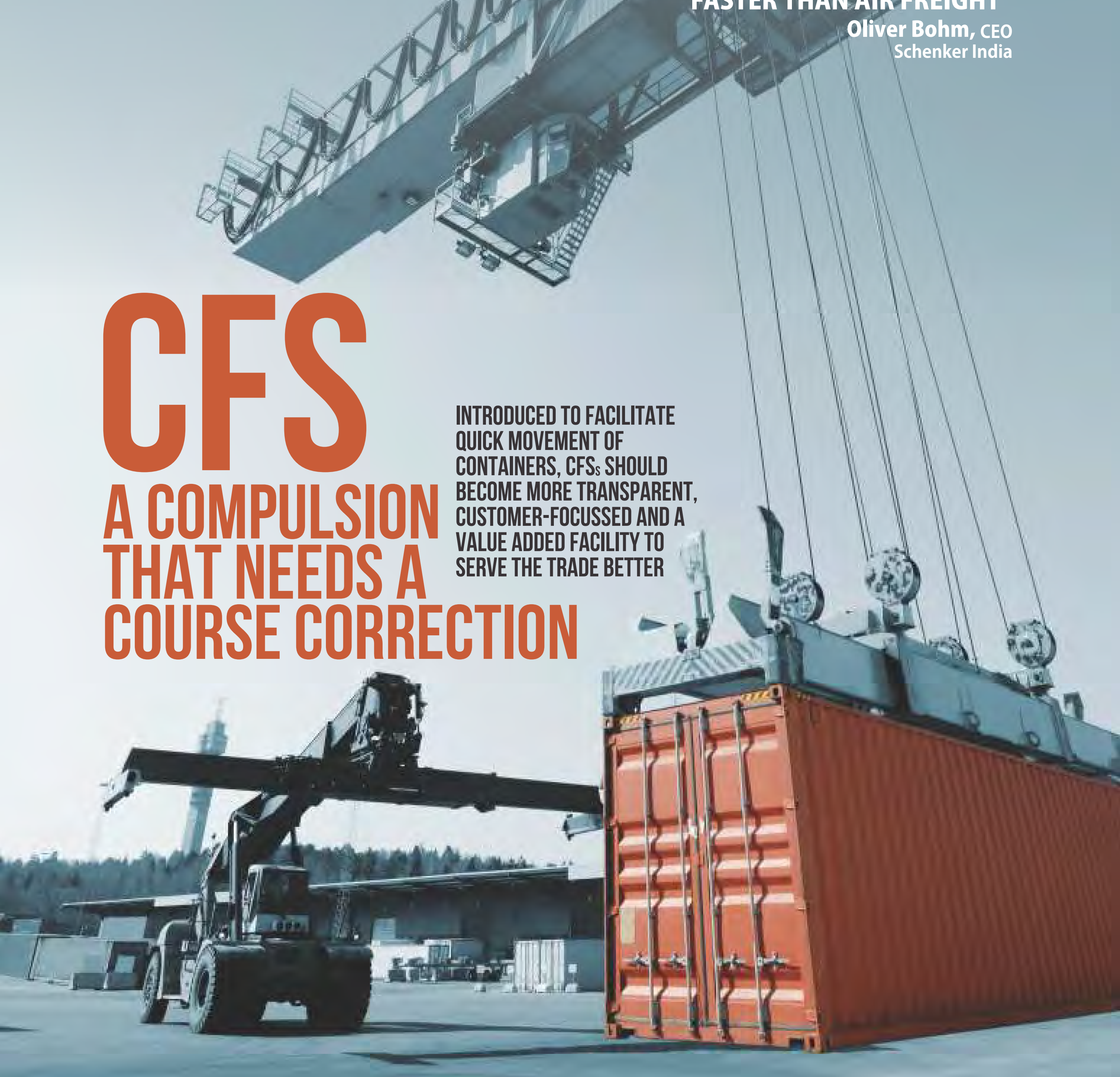
OCTOBER 2016 WWW.MARITIMEGATEWAY.COM

RNI NO: TELENG/2009/30633
DATE OF PUBLICATION: 02/10/2016
POSTAL REGISTRATION NO: LII/RNP/HD/1137/2016-18
DATE OF POSTING: 04/10/2016

"OCEAN FREIGHT IS GROWING FASTER THAN AIR FREIGHT"
Oliver Bohm, CEO
Schenker India



CFS
A COMPULSION THAT NEEDS A COURSE CORRECTION

INTRODUCED TO FACILITATE QUICK MOVEMENT OF CONTAINERS, CFSs SHOULD BECOME MORE TRANSPARENT, CUSTOMER-FOCUSSED AND A VALUE ADDED FACILITY TO SERVE THE TRADE BETTER

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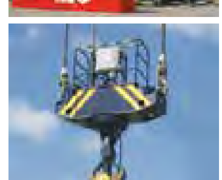

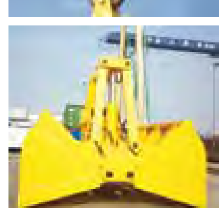

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Sinking Faith

At times like this, everyday is a different day with a different situation to deal with; a senior officer of one of the largest shipping lines remarked to his fellow colleagues reviewing the carrier's weekly performance. And even without reading much into his statement, you would know where he is coming from. Especially on the back of what has happened to Hanjin Shipping in South Korea and Forbes Container Limited in Singapore, the industry is left wondering if these corporations came crashing down because of bad times of good assets gone bad- both capital and human resource.

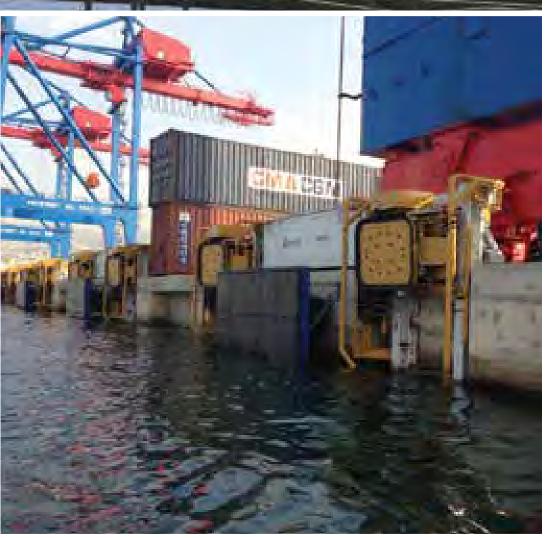
If you take a look at what has happened to both of these shipping entities, you will notice an eerie resemblance. Both of these firms fell one fine day without any prior notice. Hanjin is known to have thrown in the towel telling its clients not to bother calling because it cannot pay up dues. Forbes did almost the same thing by fleeing from the scene leaving its lessors high and dry. Both have left ports, retailers and customers around the world confused and worried about their goods and assets wondering when and whether at all their goods will reach safe shores. And sadly, both have caused a dent to not just earnings of clients and customers but also to years of investment in trusted trade, work ethic and values that the shipping industry has always stood for.

The reasons that led to such financial distress leaving these firms with no option but fleeing will be known when various internal and external agencies will conduct enquiries into their performance and financial stability in months and years to come. But the immediate cascading effect will be seen almost immediately. Credit periods will be cut short and few services will be offered on good will. For this is the priciest commodity and it has taken a big hit. Customers and port authorities will be more cautious in their dealings. With the seventh largest shipping line off the market, trade could be hit to a certain measure as well.

Many say they saw such a situation coming. Only who it would be, they didn't know. To fail is not a bad thing. But to take down those working with you unnoticed and put them in harm's way is what would be considered unexpected from companies that were seen as responsible trade models is what will be hard to digest. This would be the hardest downturn to come up from.

R Ramprasad
Editor and Publisher
ramprasad@gatewaymedia.in

> Both have caused a dent to not just earnings of clients and customers but also to years of investment in trusted trade, work ethic and values that the shipping industry has always stood for.



India's premier maritime business magazine

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Maritime Gateway is printed by R Ramprasad published by R Ramprasad on behalf of Gateway Media Pvt Ltd, #407, 5th Floor, Pavani Plaza, Khairatabad, Hyderabad – 500 004, Telangana, India

Printed at M/s Kala Jyothi Process Pvt Ltd, 1-1-60/5, RTC Cross Roads, Musheerabad, Hyderabad – 500 020.

Published at Gateway Media Pvt Ltd #407, 5th Floor, Pavani Plaza Khairatabad, Hyderabad – 500 004 Telangana, India

Regd. Office: H.No. 8-2-293/82/A/379 & 379/A, 2nd Floor, Plot No. 379, Road No. 10, Jubilee Hills, Hyderabad – 500 033.

CIN: U74900AP2007PTC054344

Editor: R Ramprasad

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Signal Shala – A school for the underprivileged

Signal Shala is a school that operates out of a shipping container under Teen Haat Signal flyover in Thane, Mumbai - an initiative by Pune-based NGO Samarth Bharat Vyaspith (SBV), the school is meant for children who beg or sell small items at signals to earn a living for themselves and their families. Inaugurated on June 15, the school currently has 22 students. The school starts at 11:00 am, the teachers begin by ensuring that the children are clean before the classes begin. There is a small covered area near the shipping container, which has a water supply. Children who are unable to take a bath in the morning are bathed here. After this the teachers comb their hair and give them their uniforms.

Project Development Fund to be developed

The Union Cabinet chaired by Prime Minister Narendra Modi has given its approval to create a Project Development Fund (PDF) with a corpus of ₹500 crore for catalysing Indian economic presence in the Cambodia, Laos Myanmar and Vietnam. The PDF shall be housed in Department of Commerce and operated through the EXIM Bank. The PDF shall be governed by an inter-ministerial committee under the chairpersonship of the commerce secretary.

Truck freight rates fall on weak cargo flow

Truck rentals registered a fall of 2.5-3 per cent on trunk routes during August due to inadequate cargo. Freight rates fell 1.5 per cent each in July and June. Truck rental on Delhi-Mumbai-Delhi round trip on a 15-tonne payload truck was ₹85,100 on September 1 when compared with August 2 rate of ₹87,300. Delhi-Chennai-Delhi round-trip saw 3 per cent fall to ₹133,500 from ₹137,600 and Delhi-Kandla-Delhi trip rental fell by 2.5 per cent to ₹66,600 from ₹68,300.

Gateway Distriparks appoints Capt Kapil Anand as Director – CFS

Gateway Distriparks Limited has appointed Capt Kapil Anand as Director – CFS with effect from September 1, 2016. Captain Anand will be managing the day-to-day affairs of the CFS business and will be responsible for business development & operations on a pan-India basis. He will report to Prem Kishan Gupta, Chairman & MD and will not be a member of company's board.

Ports efficiency to reach global standards

In the next three years, operational efficiency at domestic ports will be on par with global ports like Singapore or Antwerp, according to N Muruganandam, MD, Indian Ports Association. Infrastructure will also improve at major ports. For instance, Kamarajar Port and Goa Ports will have draft of 18 m to handle large ships. Similarly, at JNPT, draft will be increased to 15 m and at VOC Port to 14.5 m. These projects will help Indian ports become the best global ports in terms of infrastructure, he said. In the last fiscal, major ports registered a 4 per cent growth, while private ports grew at less than 1 per cent.

Sri Lanka mulls using container terminal space for LNG terminal

Sri Lanka may use the remaining section of an expanded Colombo container port complex for a LNG terminal. Ports Minister Arjuna Ranatunga told Sri Lanka's foreign correspondents' Association that there had been a proposal to build an LNG terminal at the space, instead of a container terminal. Studies conducted, backed by Japan, have recommended Muturajawela, north of the port, as the best option for an LNG terminal. The opportunity cost of sacrificing a container terminal for LNG is not known.

Block train flagged off from Sahnewal to Pipavav Port

Gateway Rail in association with DSV Air and Sea flagged off a block train of International Tractor Limited carrying tractors and tractor parts to Pipavav Port for connecting on to the designated vessels for Turkey. This event also marked the successful completion of one year of trade announcement by Gateway Rail for non-levying of terminal handling charges on all export containers at ICD Sahnewal.

JLR plans to make Land Rover SUVs in India

Jaguar Land Rover is planning to make Land Rover SUVs in India for the local market and exports. JLR is discussing internally and also with component vendors about the possibility of making a mini version of the Defender in India by 2019-20. It currently has a facility on the outskirts of Pune to assemble luxury saloons and SUVs from imported kits. A manufacturing plant here will help improve the company's global footprint and efforts to take annual sales to a million units by the turn of the decade. Amini-Defender will allow the company to satiate the demand of Indian buyers, who have been increasingly opting for SUVs over luxury sedans.

Collapse of Hanjin puts Indian seafood exporters in a fix

The collapse of South Korean container shipper Hanjin has left many Indian seafood exporters worried over the fate of their cargo and how they will reach the shipments to customers. Following Hanjins bankruptcy many ships carrying its cargo are stranded at ports around the world. Several marine products exporters who have begun shipping consignments for the Christmas-New Year shopping season are now struggling to retrieve the stuck cargo. Exporters are likely to face a container shortage as the containers in Hanjin vessels are not allowed to be unloaded unless the port dues are cleared.

Kolkata Port develops LNG storage facility

Kolkata Port Trust has set aside 10 acres of land at the Haldia Dock Complex for 30 years in order to enable the development of LNG storage facilities as part of the national government's larger push toward the use of LNG bunkers in inland barges. The Ministry of Shipping, Petronet LNG, and IWAI are said to be currently working toward the development of a detailed feasibility report for the establishment of LNG facilities at Haldia, Sahibganj, Patna, and Ghazipur on NW-I.

Sassoon Dock to soon get restaurants

As per the plans with the Mumbai Port Trust, four buildings inside Sassoon Docks will be leased out on long-term lease basis. The long lease would be for a period of 15 years and will be renewable for another 15 years, thus a maximum of 30 years. Sassoon Docks, an ignored landmark of Mumbai, will be partially spruced to have restaurants. The allotment will be made to the successful eligible bidder who offers highest premium over and above the base lease rent. The long-term lease for the structures covered under subject tender is ₹1.70 crore annually with escalation of 4 per cent every year," said an MbPT official.

Shipbuilding unit unlikely at Masula Port

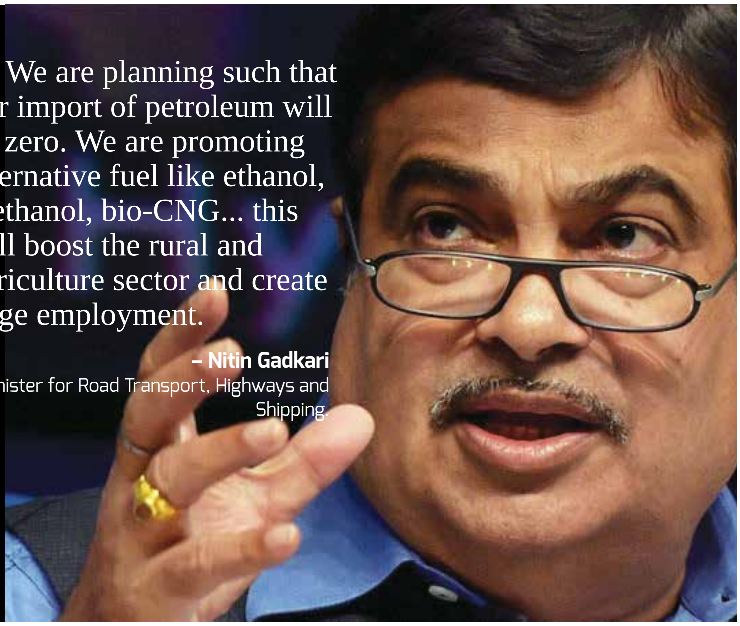
The much-touted shipbuilding unit at Machilipatnam Port is unlikely. Instead, a ship repairing unit may come up at the port. "Ships built in China are much cheaper than those made within India. Shipbuilding is a costly affair. Instead, a ship repairing unit may be a possibility at Machilipatnam Port," Anil Yendluri, Director and CEO, Krishnapatnam Port said. Navayuga Engineering Company Limited is going to build the port at Machilipatnam and are awaiting the allotment of land by the government. The government has notified 4,800 acres of land for the port and 25,000 acres for establishment of industries and ancilliary units along the coast.

Work on Dwarka Express Highway Project to begin by December

Work on Dwarka Express Highway would begin by year end as the Haryana government has handed over the project to the centre. The project was stuck due to dispute between Haryana and Delhi governments but now the Haryana portion has been completed and land acquisition in Delhi has started. Tenders will shortly be out for the Vadodara-Mumbai and Delhi-Jaipur projects which would be access-controlled expressways. The government plans to complete the Eastern and Western Peripheral Expressway projects within 400 days as announced.

Nepal-bound cargo shifts from road to rail

During the Madhesi agitation in Nepal, border routes including Raxaul-Birgunj were blocked, but rail movement remained unhampered at the Concor operated Himalayan terminal at Birgunj. As a result, Nepali importers now prefer rail over road. According to Vishnu Chaudhary, CEO, Himalayan Terminal, rail traffic has moved up by nearly 32 per cent during the fiscal ending July 2016. The terminal received 713 rakes last fiscal up from 524 in previous year. Of the total, 325 rakes include containerised third-party import cargo from Kolkata and Haldia Port, handled by Concor. Containerised cargo increased by 27 per cent, break-bulk by 16 per cent and Iron and steel by 60 per cent.



“We are planning such that our import of petroleum will be zero. We are promoting alternative fuel like ethanol, methanol, bio-CNG... this will boost the rural and agriculture sector and create huge employment.

– Nitin Gadkari
Minister for Road Transport, Highways and Shipping.

“We are experiencing a market environment that remains difficult, with excessively low freight rates weighing on our revenue and margins. CMA CGM has strong liquidity position. Our Agility plan includes a programme to reduce costs by $1 billion over the next 18 months. ”

– Rodolphe Saadé
Vice-Chairman,
CMA CGM Group.

“We created capacities before the need arose: the berths have been lined up, pipelines that pump raw oil run to factories and conveyor belts directly load onto waiting cargo trains. Industrial estates attached to ports are the highest benefactors of such arrangements.

– Anil Yendluri
Director and CEO, Krishnapatnam Port Company Ltd

“Railways is introducing levitation technology which will be cost effective. The Department should be looking to significantly improve on the handling of freight. ‘Make in India’ will require logistics cost to come down significantly. ”

– Manish Agarwal
Leader-capital projects and infrastructure at PwC India.

“Though global trade did not start 2016 on a positive note, the Indian market has grown consistently in the first half and the upswing will continue till 2017. This is primarily due to relatively strong US economy and slight improvement in the European market, which account for over a third of the containerised trade from India. ”

– Franck Dedenis
MD, India, Sri Lanka & Bangladesh Cluster
Maersk Line

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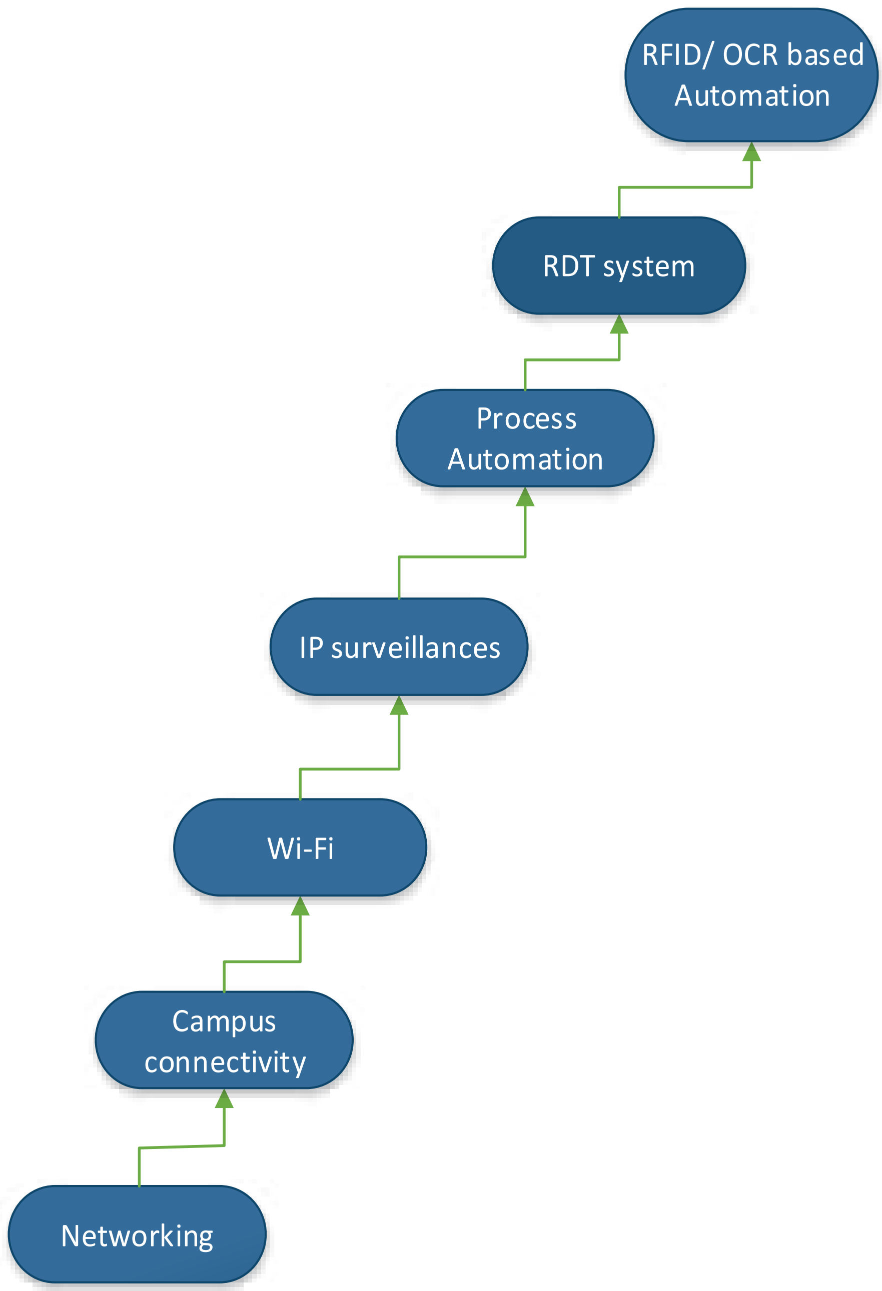

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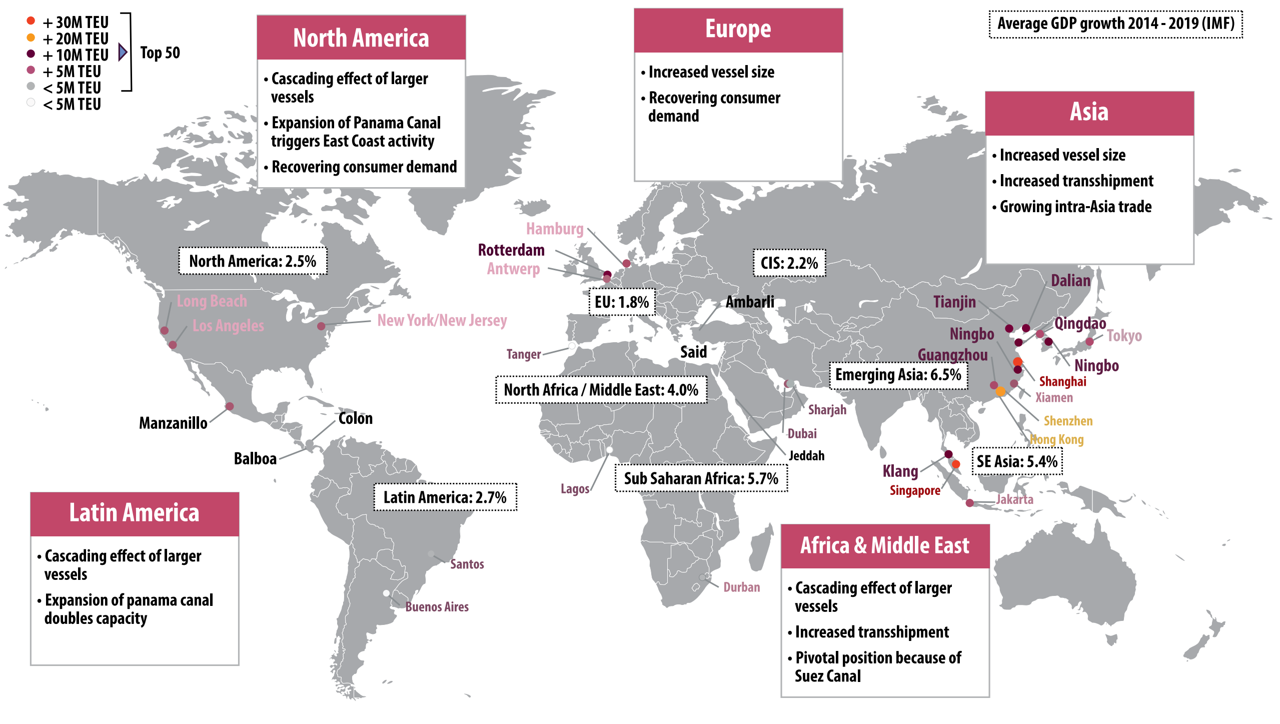
MAIN CONTAINER PORTS, AVERAGE GDP GROWTH AND DRIVERS FOR PORT INFRASTRUCTURE INVESTMENTS

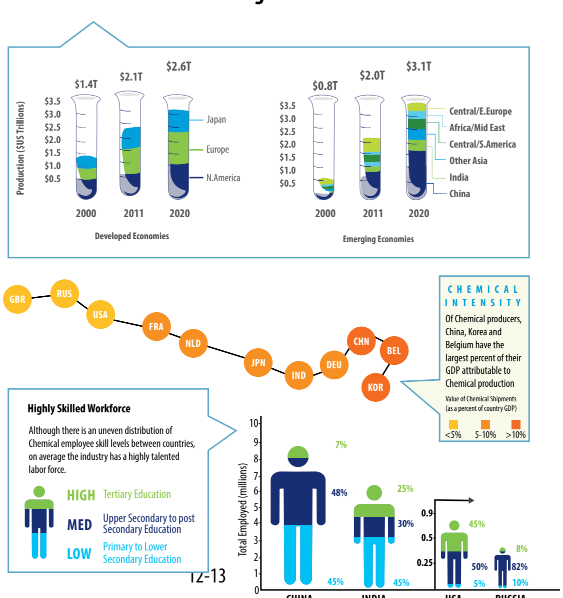


Source: IMF and Sia Partners

CHEMICALS FUELING EMERGING NATIONS

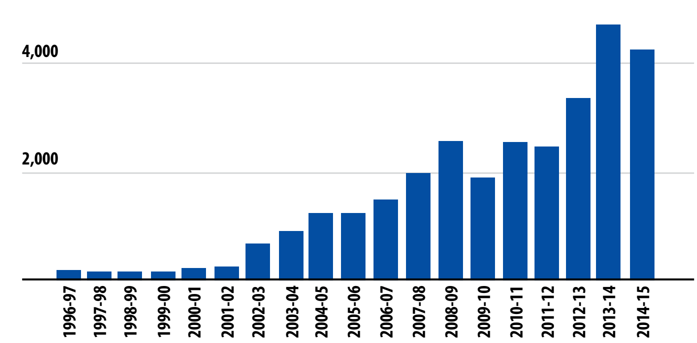
The Chemical Industry is growing and the landscape is changing. Global chemical output grew 84% between 2000 and 2010 with emerging economy producers (led by China) accounting for 65% of the increase. Forecasts project that global chemical sales will continue this emerging economy led growth recording another 38% worldwide by 2020 and through 2050 at 3% CAGR. Job creation followed the production shift to these new locations, and wages have increased dramatically in Asia.

Global Chemical Production Surges

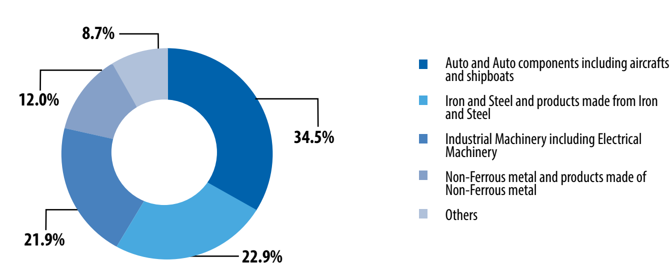


EXPANDING EXPORTS

The value of exports from India to Iran in millions of dollars has grown in recent years.



EXPORTS PERFORMANCE OF PRINCIPAL COMMODITIES (FY 15)



Source: Engineering Export Promotion Council, Department of Commerce, TechSai Research

SHIPPING

Shipping ministry restricts carriers from collecting extra charges

The shipping ministry has asked shipping lines and their agents not to levy some 25 different charges that are typically not included in the bill of lading but are arbitrarily collected from cargo owners, as the government seeks to bring transparency in transaction costs of EXIM trade. The charges levied by shipping lines/ agents are often arbitrary and some of these charges are imposed at short notice, upsetting cost sheets given to foreign buyers.

The extra charges being scrapped: winter season surcharges, survey charges, lift-on-lift-off charges, cost recovery charges, vessel traffic charges, container monitoring charges, detention invoice release charges, late delivery order charges, CFS receiving charges, supply chain security fee, CBL pass through charges, warehouse special charges, transporters union charges.

More discounts to promote coastal Ro-Ro shipping

The shipping ministry has doubled the discount given from 40 per cent to 80 per cent in vessel-related charges for Ro-Ro shipping along the coast, months after two services shuttered operations citing high marine charges. The increase in discount will be valid for two years.

Link Shipping and Management System Pvt Ltd undertook 18 voyages between October 2015 and February 2016, carrying laden trucks between New Mangalore Port in Karnataka and Hazira Port in Gujarat before shutting the service and scrapping the 22-year-old pure car and truck carrier - *MV Maria India*.

Symex Maritime Inc. ran a solitary voyage in February 2016 carrying 800 cars manufactured by Hyundai Motor India Ltd from Chennai to Pipavav in Gujarat, before it folded up and sent the ship *IDM Symex* for demolition.

Shipping Ministry seeks comments on port authorities bill

The Shipping Ministry has invited public comments for the Major Port Authorities Bill, 2016, which will replace the Major Port Trusts Act, 1963. The bill aims to give more autonomy and flexibility to the major ports in the country to promote port infrastructure, upgrade facilities and facilitate trade and commerce and convenience to the importers and exporters. The bill has been put in the public domain for the second time after incorporating feedback the ministry received from various stakeholders.

Under the bill, the composition of a port board has been simplified and now it will consist of 10 members, including 3-4 independent members, instead of 17-19 under the present Port Trust Model. Moreover, provisions have been made to include government and labour nominee members too. In future, operators of public-private partnership ports will be free to fix market-linked tariffs.

APL to launch India Pakistan Europe service

Singapore-based container shipping company APL plans to set up a new weekly service – the India Pakistan Europe (IPE) Service that will connect India and Pakistan to major ports in Europe starting from October. The IPE service will call the ports of Port Qasim (Pakistan), Nhava Sheva, Hazira, Mundra (India), Jeddah (Saudi Arabia), Djibouti (Djibouti), Southampton (UK), Rotterdam (Netherlands), Antwerp (Belgium), Felixstowe (UK) and Le Havre (France).

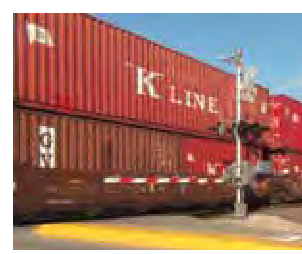
"Europe is a premier trading partner and a major export market of South Asian countries. It is opportune that we expand our service coverage in Asia-Europe through the new IPE service, directly linking the major economies of India and Pakistan to Europe," Eric Eng, APL Head of Asia Europe Trade, said.

Shipping Ministry proposes two maritime clusters

The Shipping Ministry plans to set up maritime clusters in Tamil Nadu and Gujarat as part of its effort to boost economic development along the coastline. These states have been identified as two major maritime clusters similar to those in Japan and Korea.

The clusters have scope for developing various industries like shipbuilding and ancillary services, maritime services, promoting maritime tourism and marine products. The ministry has chosen Kamarajar Port Ltd as it is located closer to Chennai Port and L&T Kattupalli Port and shipbuilding yard. Besides, Chennai has emerged as the automobile hub in the recent times. In Gujarat, the potential marine cluster could leverage the existing ecosystem and steel supplies from Hazira. The formation of 14 Coastal Economic Zones along the maritime states and industrial clusters under Sagarmala will cut logistics costs and enable more competitive trade.

"K" Line to offer cargo handling service in India



Japan-based "K" Line has established its cargo handling service joint venture Nitto Baxi Private Limited in Mumbai with their group company Nitto Total Logistics and business partner J.M. Baxi & Company. Nitto Baxi Pvt Ltd plans to start stevedoring and handling of vehicles carried by car carriers initially. The target is to extend similar services to other type of vessels as well.

Nitto Baxi Pvt Ltd is expected to provide more efficient cargo handling service using superior Japanese systems and controls of Nitto Total Logistics and the diverse track record of J.M. Baxi.

IRClass sets up new office in Hong Kong

IRClass has set up a new regional office in Hong Kong to serve the dynamic East Asia region. This office is located in Hong Kong's central business district and its areas of responsibility include the southern provinces of The People's Republic of China, Taiwan, the Philippines, Vietnam, Indonesia, Pacific Island Nations and the US Territory of Guam & Saipan. The region covers strategic maritime routes and major oil and gas production areas.

"This region covers countries with high economic growth, each with their unique cultural and business environments. These countries are rich in resources and shipping is the main mode of transportation. Our objective is to bring best quality services at competitive prices particularly when shipping is going through a difficult phase," said Suresh Sinha, Managing Director of IRClass.

LOGISTICS

JNPT opens holding truck yard

JNPT has opened a holding truck yard in the harbour to accommodate trucks arriving with undocumented factory-stuffed export containers that have partly contributed to the congestion on its connecting roads. The port had to slow down operations in 2015 due to labour and infrastructure issues. Trailers with all documents coming from CFS will be allowed to go directly to the terminal gate while trailers without clear documents will be diverted to the holding yard and will be allowed to gate-in only after their documentation is complete. This initiative along with the direct port delivery system has enabled the port to cut down the container dwell time from 11 days to 1.5 days for import cargo and from 88 hours to 63 hours for exports.

Railways wants CIL, consumers to commit freight targets

The railway ministry is looking to get into a long-term arrangement with coal consumers, including Coal India Ltd, for better utilisation of rakes, in an attempt to make its revenues predictable. Coal accounts for about half of the railways' revenue from freight, and because of the recent contraction in coal consumption by power producers, the ministry fears its revenue target for the year might not be met. The railways recently tweaked freight charges to incentivise carriage of coal to power plants located more than 700 km from mines in a move that it claims is revenue-neutral for itself. The ministry now wants coal consumers from various sectors such as power, steel and cement to commit to a minimum utilisation of rakes for a more optimal deployment of railway resources.

Cargo handling terminal at Haldia Dock Complex

Five players, including Adani and DP World, have shown interest in building a cargo handling facility that targets to cut the turnaround time of ships by half at the Haldia Dock Complex. The project, involving an investment of around ₹412 crore, will be able to handle additional cargo of 5 million tonnes per year. Named Outer Terminal-1, the facility will be designed to handle bulk cargo such as coal after becoming operational in 2020. The company that shares the maximum revenue with the port will get the contract to build and operate the facility for 30 years. They will all have to go through a technical screening.

KWE to set up warehouse for pharma sector

KWE India is setting up a Good Distribution Process (GDP) compliant warehouse at Hyderabad Airport cargo satellite building to exclusively handle pharmaceutical logistics. The facility will provide logistics support for shipments for export and import. Set up in non-bonded area, the facility is equipped with 24X7 temperature ambient control system with trained manpower to follow GDP-compliant process throughout shipment handling. Pharmaceutical industries in the region have evinced interest in using the warehouse. Encouraged by the response, KWE has further expanded its warehousing space and has reserved two additional blocks in the upcoming cargo satellite building of GMR Hyderabad.

BBIN pact trial run from Bangladesh to Delhi

Under the trial run of the transnational BBIN pact, a cargo truck from Bangladesh reached ICD Patparganj in East Delhi. The truck of Nazrul Transport Agency and Expo Freight Pvt Ltd was despatched from Dhaka on August 27. It reached Petrapole on August 28, 2016, and Kolkata on August, 29 2016. It travelled through West Bengal, Jharkhand, Bihar, Uttar Pradesh, Haryana and Delhi traveling more than 1,850 km to reach the Custom Depot at Patparganj in New Delhi. The consignment did not have to undergo any customs clearance at the border. The truck was issued an E-permit for the trial run through an online Web-based system. When the truck reached the first Indian customs station at border point Petrapole, an electronic seal with GPS tracking device was fixed on it so that the goods could be inspected for custom clearance at Delhi rather than at the border.

PORTS

V O Chidambaranar Port to provide shore power to vessels

V.O.Chidambaranar Port has become the first Indian port to provide shore power facility to vessels at berth. The shore power facility in VOC-II and VOC-III was inaugurated by Rajive Kumar IAS, Secretary (Shipping) in the presence of S Anantha Chandra Bose, Chairman, V.O.Chidambaranar Port Trust. The shore power or shore supply facility provides a plug and play power solution to the vessels by eliminating the compulsion of operating the diesel generators at the port and also helps to eliminate carbon emission at the port. This will help reduce about 6 tonnes of carbon emission in a day and 1,500 tonnes of carbon emission in a year, which is 5 per cent of the total CO_2 emission at the port.

Kandla Port surpasses 50 MMT in cargo handling

Kandla Port has surpassed the cargo handling figure of 50 MMT during the current fiscal on September 16, 2016. The cargo handling figure during 2015-16 (on August 16) was 46.87 MMT.

Growth at private ports outpacing public rivals

Container volumes passing through private ports surged 16 per cent in FY2015-16 over the previous year. That's more than five times the 3 per cent growth recorded by the major ports. The accelerating shift of cargo to private ports is the key driving force behind major ports modernisation efforts via heavy investment in infrastructure. Private ports handled 4.14 million teu in the last fiscal, compared to 3.57 million teu in FY2014-15. Containerised cargo tonnage posted growth of 10 per cent year over year at 50.1 million tonnes. Mundra and Pipavav accounted for 90 per cent of the total traffic at minor ports, followed by Krishnapatnam Port that bagged 7 per cent.

Three neighbours to use Mongla Port

Bangladesh is allowing India, Nepal and Bhutan to use Mongla Port. Bangladesh Prime Minister Sheikh Hasina took the decision on the basis of a plea of the Khulna Chamber of Commerce and Industry (KCCI). India wants to use the seaport to carry goods to its seven sister states of Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland and Tripura. Nepal and Bhutan are interested to use the port for facilitating their external trade. Mongla Port is currently underused and once India, Nepal and Bhutan start using it, it will become busy and its earnings will also significantly improve.

The Bangladesh government is looking at various options for improving the earnings of the port. The KCCI has suggested making mandatory handling of raw materials of factories located in Khulna, Rajshahi and Barisal division, and all the imports of fertilizer through Mongla Port.

Sohar Port looking for investments from India

The Sohar Port and Freezone is looking for investments from India. Oman is looking at developing a logistics hub connecting India-Iran-Oman as a key gateway to the Gulf and Central Asia. Representatives of Sohar Port and Freezone recently visited Ahmedabad on a roadshow and held talks with companies in sectors like polymers, pharmaceuticals, food processing and steel. The port is a 50:50 joint venture between the Port of Rotterdam and the Sultanate of Oman. The main intention at attracting investment in the port is to create employment. India is now also eyeing a role at Oman's strategically located Duqm Port, which is being developed by the Sultanate of Oman along with a special economic zone as a regional economic hub.

Pyra to become fully functional by 2018

Pyra sea port started providing limited services in 2013 and is scheduled to start full-fledged services by 2018. Located on the west bank of Rabnabad channel, the port will have 6,000 acres of land. It is 2 m above the sea level and does not go under water in the rainy season and is connected to the hinterland by both road and rivers.

Pyra will reduce the pressure of handling cargo on Chittagong and Mongla sea ports. In addition to container handling, coal is likely to be the second base cargo for the port; a huge amount of coal will have to be imported for coal-based power plants.

Essar's bulk terminal records highest loading rate

Essar Bulk Terminal Paradip Ltd has surpassed its own performance benchmarks in the first few months of the current fiscal and achieved the highest load rate ever recorded at Paradip port. EBTPL successfully loaded more than 1,00,000 tonnes of pellets into *MV Shravan* (sailed) at an average load rate of almost 4,300 tonnes per hour, which is a record.

Redevelopment of berths at Mormugao Port

The Cabinet Committee on Economic Affairs for India has given its approval for redevelopment of berths 8, 9 and barge berths at the Port of Mormugao on PPP mode. The project will be completed within 36 months from the date of the award of a concession.

The project envisages the reconstruction of three old berths and the replacement of 38-year-old equipment by creating facilities for handling a variety of cargo such as iron ore, bauxite, gypsum, limestone, fertilizers, steel coils and other general cargo. As a result of modernisation and utilisation of deeper draft of 19.5 metres being created, more capacity would be effectively added. Construction activity includes the construction of berths, buildings, railway lines, dredging and reclamation and installation of equipment.

OCT for dry bulk cargo starts trials in Mumbai port

The Mumbai Port Trust (MbPT) has permitted berthing of dry bulk cargo vessels at its Offshore Container Terminal (OCT) on trial basis after demands by ship agents. The first cargo ship, Malta-flagged *M.V. Julia Oldendroff*, was berthed on September 1 for unloading steel cold rolled coils. This has fulfilled a long-standing demand of MANSA to overcome congestion at the MbPT.

"The congestion of berths at MbPT has resulted in delays for vessels and also affected their turnaround time. We welcome the proactive steps towards east of doing business," said MANSA President Captain Vivek Anand.

In December last year, MANSA had sought berthing facilities at the OCT for higher dimensional vessels carrying large volumes of pulses, steel and general cargo to avoid undue congestion. The effective utilisation of the OCT berths will help the MbPT's process to repair the harbour wall berths along with maintenance dredging, Captain Anand said.

VPT to develop a cruise terminal

The Visakhapatnam Port Trust (VPT) has initiated steps to prepare a detailed project report to identify facilities required for development of a cruise terminal at its inner harbour. The DPR will take into consideration the facilities required for attracting cruise vessels and also the architectural and structural designs apart from the potential at Vizag for cruise tourism. The report may be completed in the next three months. At present, VPT sees a passenger-cum-cargo ship ply from Vizag to Andaman & Nicobar Islands operated by the island administration. If the cruise terminal comes up, VPT can become an international cruise hub. The port intends to develop a facility to accommodate passengers arriving on international cruise vessels at the multipurpose terminal being developed on the EQ 2 to 5 berths.

Administrative office for Enayam Port inaugurated at Tholayavattam

The administrative office for the proposed new major port at Enayam in Tamil Nadu was inaugurated recently by Hon'ble Union Minister of State for Road Transport, Highways and Shipping Pon Radhakrishnan. On the occasion, the minister said, the entire land needed for the Enayam Project will be reclaimed from the sea to protect the interests of the fishing community.

The port will be developed as a world-class deep sea port with the best global standards in terms of deep draft (16 m – 18,000-teu capacity vessels), operative systems, efficiency and quality of service. When implemented, the Enayam Project will facilitate shipment of Indian containers direct to destinations, avoiding trans-shipment and consequential additional costs.

India's Iran oil imports surge

India's daily oil imports from Iran in August surged to their highest in at least 15 years as the OPEC producer boosted its shipments to recoup market share ceded to rivals Saudi Arabia and Iraq under pressure from economic sanctions.

India received about 576,000 barrels per day (bpd) of Iranian oil in August, up about 10 per cent from July. In August, Iran's crude exports, excluding condensate, rose to near pre-sanctions levels at 2.11 million bpd, with loadings headed for India surpassing those for China, Tehran's top oil client.

Oil imports from Iran were nearly triple the 199,000 bpd taken in August a year ago. In April-August, the first five months of India's current fiscal year, Iran's share in its overall imports surged to 10.7 per cent, it's highest since 2010/11.

APM Terminals Pipavav rules out expansion

APM Terminals Pipavav is neither looking to expand beyond Gujarat, nor it is keen on setting up a SEZ. "If we were to bid for projects on the South or East coast, it will be done by our parent group and not by our company. Our expansion will be concentrated on the activities within Pipavav or complimentary value added services," the firm's MD, Keld Pedersen said.

FFFAI on National Committee for Trade Facilitation

The Government of India has constituted National Committee on Trade Facilitation (NCTF) under the Chairmanship of the Cabinet Secretary with an objective to develop the pan-India road map for trade facilitation. It is a follow up of India's ratification of the WTO Agreement on Trade Facilitation (TFA) in April 2016. The establishment of the committee is part of the mandatory, institutional arrangement of the TFA. The defined objective behind setting up the NCTF is to have a national level body that will facilitate domestic coordination and implementation of TFA provisions. It will be instrumental in synergising the various trade facilitation perspectives across the country and will also focus on a specific programme for sensitisation of all stakeholders about TFA.

The composition of the NCTF is inclusive at the national committee level which will comprise of secretaries of all key departments involved in trade issues. It will also have Chairman CBEC, Chairman Railway Board, and Director General Foreign Trade as members. Major trade associations as members of NCTF include CII, FICCI, FIEO, ASSOCHAM, FFFAI, etc. Joint Secretary, Customs, CBEC will be its Member Secretary.

EXIM

India to connect Nepal, Bhutan and Bangladesh through rail

The Indian railways is working to connect northeastern states with neighbouring countries of Nepal, Bhutan and Bangladesh. Northeast Frontier Railway has conducted survey works for the purpose. Currently, there is already a railway link between India and Bangladesh, but there is no railway line in Bhutan and the government is planning to accomplish the feat in three years. India is already connected with Bangladesh at Singhabad and work to connect Radhikapur and Haldibari is in progress. The proposed Agartala-Akhaura international rail link project will boost socio-economic development of Tripura and the entire northeast region.

Dhaka eager to sign FTA, coastal shipping deal with Colombo

Bangladesh is eager to sign a free trade agreement and a coastal shipping deal with Sri Lanka and wants these to be finalised by the end of this year. Prime Minister Sheikh Hasina is learnt to have asked the Ministry of Shipping and the Bangladesh High Commission in Colombo to complete all the required steps to this regard. The bilateral trade between the two countries is in favour of Sri Lanka. In fiscal year 2014-15, Bangladesh exported goods worth $26.8 million to Sri Lanka while it imported goods worth $66.65 million from the island nation.

Bangladesh mainly exports woven garments, knitwear, home textile, agri-products, frozen food, leather and leather goods, footwear, raw jute, jute goods, and bicycle to Sri Lanka. The major imports from the country include live animals, animal products, vegetable products, animal or vegetable fats and oils, prepared foodstuffs, mineral products, and plastics and rubber articles.

Mexico is top destination for India's automobile exports

Mexico has emerged as the top destination for India's automobile exports, making a compelling case for the Indian engineering exporters to further push forward in the growing South American markets. Of the total automobile exports of $2.78 billion between April and July this fiscal, as much as $501 million were shipped to Mexico, followed by Nepal at $157 million and UK at $130 million. These exports to Mexico saw a phenomenal rise of 110 per cent while for Nepal, the increase was even more impressive at 120 per cent for the period under review. For the UK exports, the rise was 22 per cent.

Coal India negotiates export with Bangladesh

Coal India Ltd is planning to export to reduce its stockpile. Coal India is negotiating exports with Bangladesh, which is expected to reduce Indian coal inventory that is already over 80 million tonnes when the coal at both pit heads and power plants is considered. The Indian government has not yet released its target for Coal India but it is giving signs that it may reconsider it. The company is supposed to reach an annual production of 1 billion tonnes by 2020, but lower-than-expected demand by utilities is dragging down that objective and contributing for rising stockpiles. Last July, India also agreed to build a 1,320-megawatt coal-fired power plant in Bangladesh under a bilateral cooperation agreement.

India may export rice to China

China may soon grant market access to India's non-basmati rice exports. The Centre had repeatedly taken up the issue of the country's ballooning goods trade deficit with China bilaterally. India had demanded market access for products including non-basmati rice, pharmaceuticals and several fruits & vegetables among others. Beijing has been denying market access to India's non-basmati rice claiming that the item had failed to meet Chinese norms on quality, health and safety. Its concerns included the likelihood of a pest called 'Khapra beetle (or cabinet beetle)' getting transported along with Indian non-basmati rice consignments to China.

FFFAI welcomes CBEC Circular on Service Tax

FFFAI has welcomed the Central Board of Excise and Customs (CBEC) Circular No.197/7/2016 on Service Tax, which was issued recently. The CBEC circular has clarified that a freight forwarder, when acting as a Principal, will not be liable to pay service tax when the destination of the goods is from a place in India to a place outside India. The department issued the circular based on the representation received from stakeholders/various trade bodies on transportation of goods outside India. Commenting on the Circular, Samir Shah, Chairman, FFFAI said that the circular has clarified the thinking of the department on applicability of Service Tax on Freight. "The analysis laid down is based on liability which is the correct way to interpret any activity," he clarified.

Maersk and MSC add transpacific services

Maersk Line and MSC have moved to snaffle up business that was previously controlled by defunct Hanjin Shipping. Maersk Line is introducing a new service between Asia and the United States West Coast. "We are responding to increased demand in the transpacific. With supply chains disrupted, many customers are approaching us for transport solutions for their cargo. The TP1 service is a stable, long-term solution to meet our customers' needs," said Klaus Rud Sejling, head of Maersk Line's east-west network.

The TP1 service will be calling Yantian, Shanghai, Busan and Los Angeles/ Long Beach. It will have six vessels with a capacity of 4,000 teu per week deployed.

Bhavanapadu Port prospects gain momentum

With Dugarajapatnam Port, originally proposed by the Ministry of Shipping in Nellore district, having more or less been shelved, the AP government now having to come up with an alternative location, officials of the Visakhapatnam Port Trust (VPT) which is the major equity partner with the State government for Dugarajapatnam Port (74:26), feel a port at Bhavanapadu in Srikakulam district would be of not only in the interest of Visakhapatnam Port but also all other ports on AP's coast.

Andhra Pradesh chief minister wants to develop Bhavanapadu Port in PPP mode. "If we have Bhavanapadu, we could shift all bulk cargo there and deal with non-polluting liquid and container cargo at VPT," said Chandrababu Naidu.

Cochin Shipyard to file IPO

Cochin Shipyard Ltd will soon file documents for its initial public offering (IPO) with the markets regulator. It plans to raise about ₹600 crore from the share sale as part of its effort to expand and construct larger vessels and also undertake ship repair and fabrication. In addition, the government will sell 10 per cent of its stake through the IPO. Cochin Shipyard has hired a consortium of investment banks including SBI Capital Markets, JM Financial Institutional Securities Ltd and Edelweiss Financial Services Ltd. The government is keen on completing the IPO within the next six months and is looking at a launch timeline of December-January.

Railways plans for levitation based train system

Indian Railways has received six proposals in response to the expression of interest floated to explore levitation-based train systems. The Indian entities who submitted proposals include Agile Setu Pvt. Ltd, Medha Servo Drives Pvt. Ltd, Bharat Heavy Electricals Ltd and Sharad M. Marathe. Also, American Maglev Technology Inc. from the US and Swiss-Rapide AG from Switzerland have expressed interest. The levitation-based system will increase speed of trains on its network, which often faces congestion. The EoI is to design, build, operate and maintain levitation train systems for both passenger and cargo transport on PPP basis.

Major ports improve their performance

Kochi did well compared with its counterparts among major ports such as JNPT, Mumbai and Chennai in the April to July period. The port handled a total 50 lakh tonnes of petroleum products during the first four months of the current financial year. The total cargo traffic increased from 7.42 million tonnes to 7.82 million tonnes during the period. Ports like Paradip and Visakhapatnam recorded a substantial increase of 17.75 and 13.17 per cent respectively. Mormugao Port saw cargo movement go up by nearly 86 per cent. Iron ore throughput grew from 2,60,000 tonnes to 40,63,000 tonnes between the April-July period in 2015 and 2016. Kandla Port showed increase in cargo traffic of over 8 per cent.

SUDDEN IMPACT!

Container leasing firms from across the world are writing to the Prime Minister Narendra Modi's office to bring to his notice an Indian listed firm's sudden, unprofessional departure from the container market

by Deepika Amirapu

Forbes & Company Limited, owned by the Shapoorji Pallonji Group shocked the container industry late August closing down its Singapore-based subsidiary Forbes Container Line Pte Ltd overnight, leaving its investors, equipment lessors and containers helpless and at sea.

The NVOCC that signed financial leases with multiple firms in London, Singapore and India has reneged on payments and has since abstained from corresponding with parties it did business with. At the time when Sea Consortium Shipping LLC filed a winding up petition against Forbes and Company Singapore, about 2,000 containers belonging to a bunch of container leasing firms were untraceable and $20 million in payment was outstanding for services rendered or boxes leased.

Bijoy Paulose, Managing Director of Chennai-based VS&B Containers said, "We do not know where our containers are lying and we have nobody to talk to." About 1,000 containers of this firm are supposedly lying at ports, terminals or with shippers in different parts of India or the subcontinent. Prior to winding up Forbes' office at Singapore, the firm's management had only indicated their intention of cutting back their fleet size but refrained any mention about halting operations. In fact, in its annual report for the financial year 2015, Forbes & Company's had made clear its intent of backing its Singapore subsidiary financially.

Danny Wong, President, Raffles Leasing Private Limited, feels stumped with Forbes doing the vanishing act with many of their containers and $300,000. About 200 containers were leased to Forbes with an option to sell them over a period of time. Only 162 of them have made their way back to Singapore. "The statements in their Annual Report gave us the impression that they were concerned and it is on this basis that we entered into a financial agreement with them," said Danny.

Forbes & Company India which is listed on the BSE notified the exchange about the sale of two of its CFS to the Adani Group and TG Terminals in August. Although this transaction did lead to a few enquiries about Forbes' intention to make a few payments, it did not alarm its lessors.

"We were not alarmed because selling off is not uncommon. After all, freight forwarding is not Forbes' core business, so we only thought it was natural for the company to exit this segment," said Geoff Mornard, Managing Director, Blue Sky Intermodal.

Blue Sky entered into a long-term financial lease with Forbes Singapore in October 2015 to use 300 containers for five years. The value of the equipment was $500,000 and Blue Sky had built the containers with Forbes liverie on its terms with the first set of containers being leased out on 17 September 2016. However, within two months of this, Forbes' officers conveyed to Blue Sky that they were going belly up. "We were informed that they were losing money on their NVOCC business and were closing their doors and returning containers," Mornard said. At the time of this disclosure, Forbes had paid rental fee for only a month and still had to settle other dues including the principal amount and the interest on the containers leased. Forbes today still owes them $360,000 after Blue Sky decided to re-negotiate the terms and conditions of the lease and cut by half the amount it had to receive originally from $650,000 to recover at least the cost of making the boxes.

With Forbes defaulting on returning containers even to Textainer and Seaco – the two being among the world's largest leasing firms – are also hit. All firms have now launched a massive search operation to track and bring back their containers home. Sometimes in case of a dispute as this, it takes a while before the port categorises the box as abandoned. In such cases, the amount payable is so high that manufacturers consider it better to abandon the box than claim it forcing them to write off these losses.

Fearing this might be his only choice if the containers don't make their way back; VS&B's Paulose is attempting to establish connection with Forbes' team appealing to their good sense and work ethic to settle the dues and make a dignified exit than a hasty retreat. In fact, container lessors are planning to bring to the notice of the Prime Minister's office the failure of Shapoorji Pallonji Group's inability to find a solution to this transgression of one of their companies. "We have not been paid for 12 months and it is totally unbecoming of a reputed firm to act in this manner. We hope intervention from the PMO will help," Paulose said. The lawsuit filed in Singapore's Federal Court could take months to close. Until then, it is a wait and watch game for the lessors waiting for their containers that have been led adrift to come back home. mg

VESSEL FOR SALE

Fuel Consumption
At Sea: 2.6 Kl
At Port: 0.5 K1

M.V. PFS PIONEER

Ship Name	:	**M.V PFS Pioneer**
Ship Type	:	**Mini Bulk Carrier/RSV Type IV**
Flag	:	**Indian**
Port of Registry	:	**Mumbai**
Owner	:	**Universal Coastal Carriers Pvt, Goa.**
Shipmanagar	:	**Mr.Jose.T Faria**
Shipbuilder	:	**Magdalla Shipyard Ltd, India.**
Class	:	**IRS**
IMO No.	:	**9172181**
Call Sign	:	**VTZO**
Built	:	**1998**
Speed	:	**6.0 KTS**
Official number	:	**2716**
DWT	:	**2862T**
DGT (Gross Tonnage)	:	**1874 T**
NT (Net Tonnage)	:	**592T**
Length (OA)	:	**82.0M**
Length (BP)	:	**78.6M**
Beam Maximum	:	**14.0M**
Draft	:	**3.86M**
Depth Moulded	:	**5.0M**
Hatches Dimensions	:	**43.2LX8.4BX5.5H**
Grain Capacity	:	**1868 Cubic Meters**
Main Engine	:	**02 Nos, Type UD 25 V 12 M4D**
Main Engine Builder	:	**Wartsila Scam Diesel**

M.V. PFS PROSPERITY

AWAITING DRYDOCK

Ship Name	:	**M.V PFS Prosperity**
Ship Type	:	**Mini Bulk Carrier**
Flag	:	**Indian**
Port of Registry	:	**Mumbai**
Owner	:	**Universal Coastal Carriers Pvt, Goa.**
Shipbuilder	:	**Magdalla Shipyard Ltd, India.**
Class	:	**IRS**
IMO No.	:	**9109835**
Call Sign	:	**VTNG**
Built	:	**1995**
Speed	:	**6.0 KTS**
Official number	:	**2605**
DWT	:	**2860.26 T**
Displacement	:	**3881.75 T**
GT (Gross Tonnage)	:	**1874 T**
NT (Net Tonnage)	:	**562T**
Length (OA)	:	**82.0M**
Length (BP)	:	**78.6M**
Beam Maximum	:	**14.0M**
Draft	:	**3.85M**
Hatches Dimensions	:	**43.2LX8.4BX5.5H**
Grain Capacity	:	**1868 Cubic Meters**
Main Engine	:	**02 Nos, Type UD 25 V 12 M4D**
Main Engine Builder	:	**Wartsila Scam Diesel Engine**

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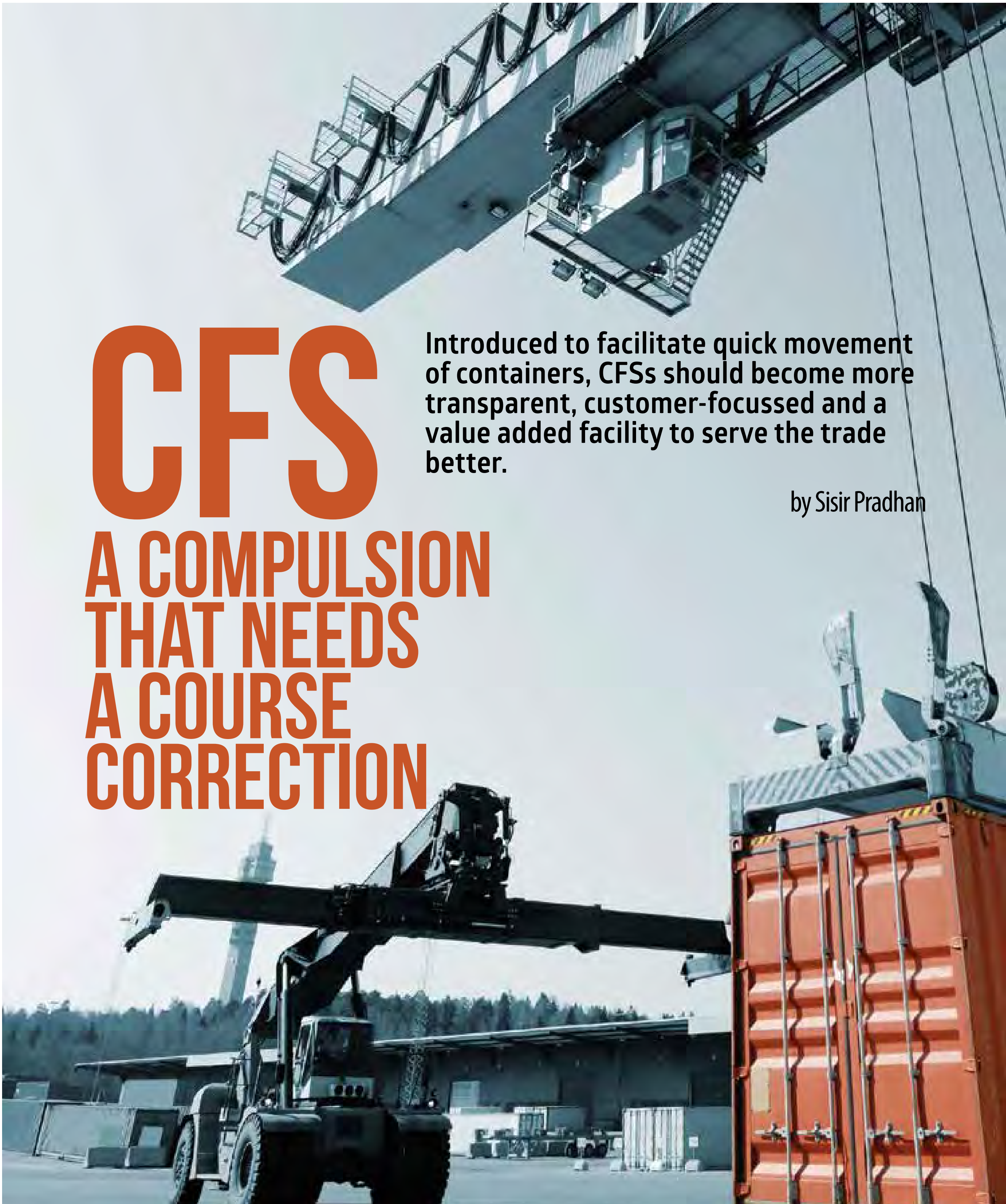
Phone: 0832-2514916, Fax: 0832-2514917



CFS
A COMPULSION THAT NEEDS A COURSE CORRECTION

Introduced to facilitate quick movement of containers, CFSs should become more transparent, customer-focussed and a value added facility to serve the trade better.

by Sisir Pradhan

In the last few months some developments have taken place that has left CFS investors on a bit untrodden path. The Union Cabinet has already hinted that proposed amendments are being contemplated with regard to the age-old Multi Modal Transportation of Goods Act, 1993, to augment transparency in the EXIM logistics sectors and to discourage CFSs from inflating bills for importers, in particular.

So how and when it emerged

Container trade is largely done on CY-CY (container yard-to-container yard) basis, which means the outward journey of a container starts with the delivery of a consignment to the shipping liner at a container yard in exporting country and the trade cycle ends with the delivery of cargo to the consignee at a container yard in import country.

Explaining the origin of CFSs, **Capt. Vivek Singh Anand, President, MANSA** said, "The ideal practice should be a container needs to be delivered to a liner's account at the port so that it could be moved directly to the Customs-bonded container yard inside the port, and similarly in the case of an import container the importers should have been able to receive the container at the port and move it to his factory. Since ports like JN Port don't have such facility, it led to the establishment of off-dock CFSs which were located outside the port area, and at last count total number has gone up in excess of 31 CFSs."

In 2010, the then Union Government had chalked out a plan to use land available with major ports to put to use for cargo related activity, but later it was shelved. The plan was again revived in 2014. While public sector ports are yet to develop on-dock container yards, the situation is no different at major private ports.

Explaining the situation, Capt. Anand said, "In case of private ports like Mundra or Pipavav, if we go back to the drawing board stage, the requirement for an on-dock container yard was not taken into account when the first container terminal at Mundra – MICT – was setup. And now container berth Nos. 1 and 2 are small in size, however, the latest additions berth Nos. 3 and 4 have large container yards, hence it is feasible to deliver containers to consignees from there.

Noble ideas turned counterproductive

The CFS model introduced to facilitate quick movement of containers soon fell prey to the greed for fatter profits. In the initial days, liners used to offer some monetary or other perks to CFSs as a gesture of their good work and business. But soon liner and CFS owners realised the potential to turn it into an organised mode of adding revenue to their balance sheet. Some CFS operators find it beneficial to partner with liners, to compel importer or their agent to move cargo to specific CFSs. The business got so murky that even terminal operators who don't have CFSs facility find it difficult to attract new liners.

The perfect trap

The concept of CFS was introduced in Mumbai, where it was not necessary for immediate hinterland, says, **Anil Devli, CEO, Indian National Shipowners' Association.** The immediate hinterland of major container ports like JN Port shouldn't require a CFS to clear cargo. The normal practice should be once cargo arrives at a port, it should be evacuated either by road or rail and the customs and other statutory clearance process can be taken care of at dry port (CFS or ICD) for land-locked or far-off locations. Even in earlier times cargo used to be evacuated without the presence of CFS; however, as container volume increased terminals tried to shun the responsibility of storage and clearance of cargo citing lack of space. Hence, they wanted immediate shifting of containers from their terminals. Under the guise of improving terminal efficiency, terminal operators proposed the idea of having CFS.

Shipping lines move containers to CFSs from where they get hefty rebates and CFS recover it by charging various overheads to consignees. If consignee insists shipping lines for diverting containers to desired CFS, lines charge hefty sum to the tune of ₹4,000-5,000 per 20' container and additional documents.

Is India story different from rest

The definition of a CFS (and hence its chief characteristics) are very different in different countries and hence it wouldn't be correct to bring a fair comparison of CFSs across countries.

Ruth Banomyong, Director, Centre for Logistics Research, Thammasat Business School said, "In Thailand exporters can do export clearance in CFS but cannot do import procedures. Both activities can only be done in ICD. The rationale for allowing export clearance at CFS is to support export, as export procedures will not be performed at the port of exit. The container will be sealed at the CFS and the goods pre-cleared by the Customs." Sri Lanka for instance does not have a concept of a customs bonded CFS. All custom-related activities happen at the port itself. CFSs in India can be at par with some countries such as Vietnam and Indonesia.

Tengfei Wang, Economic Affairs Officer, Trade Facilitation Unit, Trade, Investment and Innovation Division (TIID) of United Nations ESCAP opines, "The value of CFS needs to be assessed in the context of trade process and supply chain. A fundamental question is what value(s) a CFS can add to the trade process and supply chain. In this connection, Business Process Analysis of trade procedures should be applied to map trade process and procedures, identify bottlenecks, provide diagnosis and recommendations. Such analysis will also lead to important conclusions on raison d'être of CFS and shed light on whether a CFS is a value-added, or a redundant, component of trade process and supply chains."

What importers say!

The trade might be poles apart on the usefulness of CFSs but the importers are pretty clear about drawing the line for CFSs. **Amit Lohani, convener, Forum of Indian Food Importers (FIFI)** said, "It is difficult to track the practice of their import consignments being moved to specific CFSs. Mostly the paper work and other statutory requirements related to EXIM cargo is handled by CHAs. Hence, many times importers are not aware about the hassles and additional cost involved due to such practice. The average shipment time has gone up from 5 days to 15 days within a span of last 5 years. As a result importers end up paying demurrage, detention and reefer plug-in charges for the delay of about 10 days, resulting in an additional cost of average $200 per day for a container. Moreover, there are other hassles like food testing labs are located away from CFSs and till the time one gets the clearance from the labs, which could take 10 days, the containers are kept in the open in hot and humid conditions. This severely affects the quality of food kept inside the boxes."

Highlighting the difficulties for Indian container industry, Navkar Corporation in its annual report for FY2015-16 has mentioned that "Shipping lines/ CHAs and Forwarders continue to exert pressure for payment of increased incentives for moving their boxes to a particular CFS coupled with demand for more storage free days. In view of the stiff competition, CFSs are not able to pass on the increase in costs to the trade and this affects earning per teu for most of the CFS operators."

Commenting on the additional cost factor involving CFS, Cochin Chamber of Commerce & Industry President C S Kartha said, "It is unfortunate that additional charges do not translate into better service. The lack of flexibility in the work timings of CFSs is an issue that needs to be looked into. The decision on the use of the best and most cost-efficient facilities should be left to the user."

Sumit Srimal, Vice President (Fragrance Division), Ramesh Flowers, a Tuticorin-based exporter says, though their plant is an EOU unit but the experience with CFS is not very pleasant, and there are procedural hassles apart from additional cost.

Scope for relook at CFS business model

In some or other form, JN Port has started initiatives to deliver goods with lesser examination to a selected few importers. Later it took shape in the form of ACP and now AEO program. So will it lead to loss of business for CFSs! **Shaik Khader Rahman, Commissioner of Customs, Vijayawada** doesn't think so. Rahman explains, "The department is making efforts to bring down average dwell time. Though the concept of CFS and AEO is slightly overlapping but the fundamental reason for creation of these two concepts are different from each other. AEO is a method of quicker cargo clearance, which will bring down dwell time and transaction cost. The trade wants consignments to spend lesser time at CFS and AEO program will help in achieving this goal."

It is interesting to note that JN Port was the first container handling port in the country that implemented the business model of operating CFS beyond terminal premises, and it has also become the first port to facilitate Direct Port Delivery (DPD) model. So will it lead to a point where the thriving CFS business model that started with JN Port will also become extinct with this port as well? Trade insiders don't agree with this. So far DPD facility is extended to only around 143 ACP clients at JN Port. But government is looking forward to extend the ambit of DPD to more number of importers, said **JNPT Deputy Chairman Neeraj Bansal**.

Once the Direct Port Delivery model gets wider acceptance, the add-on intermediaries in the EXIM logistics will be streamlined or eliminated. Another hope is the growing containerisation. "The WCO compliance initiatives will create eco-system to encourage more containerisation of cargo, which is currently 50 per cent of total cargo as against the international benchmark of 70 per cent of total cargo. Hence, increase in containerization will offset the negative impact suffered by

MISSING TRANSPARANCY?

1 ACT BEING AMENDED

Multi Modal Transportation of Goods Act 1993 to be amended to discourage CFSs from charging high bills from importers.

2 INFLUENCE

CFS are partnering with liners to compel importer or their agent to move cargo to specific CFSs.

3 THE PROBLEM

Shipping lines move containers to CFSs from where they get hefty rebates and CFS recover it by charging various overheads to consignees. If consignee insists shipping lines for diverting containers to desired CFS, lines charge hefty sum to the tune of Rs. 4,000-5,000 per 20' container and additional documents.

4 INCENTIVES

Shipping lines/ CHAs and Forwarders continue to exert pressure for payment of increased incentives for moving their boxes to a particular CFS coupled with demand for more storage free days. In view of the stiff competition, CFSs are not able to pass on the increase in costs to the trade and this affects earning per TEU

5 IMPORTERS UNAWARE

Mostly the paper work and other statutory requirements related to EXIM cargo is handled by CHAs. Hence many times importers are not aware about the hassles and additional cost involved due to such practice.

6 QUALITY ISSUES

Food testing labs are located away from CFSs and till the time one gets the clearance from the labs, which could take 10 days, the containers are kept in the open in hot and humid conditions, severely affecting the quality of food kept inside the boxes

7 EXTRA COST

The average shipment time has gone up from 5 days to 15 days within a span of last 5 years. As a result importers end up paying demurrage, detention and reefer plug-in charges for the delay of about 10 days, resulting in an additional cost of average $200/day for a container.

8 COURSE CORRECTION

CFSs can still be a valuable addition to the logistics supply chain if they tweak their business model to keep the interest of importers at the fore front, and allow importers/exporters to choose a CFS based on the novelty factor. One key area where CFS operators should look at for investment and growth opportunity is MMLPs.

CFS due to reduction in ultimate costs to traders," explains **P S S Prasad, President, Apollo LogiSolutions.**

To comply with the norms of DPD is a good incentive for importers since it could save about 30 per cent in terms of logistics cost for importers. The shipping ministry is also under serious pressure to do something about the dwell time and the logistics cost which is adversely affecting India's ranking in the World Bank's Doing Business Report. Trading Across Borders, a parameter of Doing Business Report that takes into count EXIM trade facilitation by a country, has compelled shipping ministry to improve things at sea ports. On a broader prospect, the ministry has identified nine areas where vital reformation will take place, and implementation of DPD Scheme is one of them. The ministry has instructed all major ports to implement DPD facility though initially to ACP clients, and provide additional space for storage and clearance of DPD containers, which earlier used to be moved through CFSs. If we go by facts, the DPD facilitation has received a positive response from the trade and 1,401 teu were handled through DPD in March, 2016, which is highest DPD clearance for a month in the last one year at JN Port. One might argue the number is still very small, but the DPD facility was availed by only 15 ACP clients, and the cost and time benefits will certainly attract more ACP clients opt for DPD clearance.

Underlining the benefits of DPD,

JNPT Deputy Chairman Neeraj Bansal said, "World Bank report found that more than ₹1 lakh is spent on handling of one container at JN Port, which is very high. Hence, Customs department is working on new criteria to extend the DPD facility to maximum number of importers and exporters. DPD puts lot of pressure on the manpower and infrastructure of a terminal, but we look forward to achieve efficiency and save time and cost for users. Since the launch of extended DPD program, DPD client list has increased from about 11 to about 50 now. The number of boxes cleared under DPD at JNPCT has increased from 1,000 boxes a month to 2,000 boxes. The government has a target of more than 40 per cent of total volume to be cleared through DPD. The dwell time for import containers is 7-8 days at JNPT, out of which JN Port terminals account for 1.25 days. Hence, cargo is detained for an average of 7 days at CFSs. If cargo worth ₹50-60 lakh is detained for a week, it adds to the inventory and bank interest for an importer, and in the process other stakeholders involved will also add further input cost. There is a saving of ₹25,000-40,000 per teu for importers due to DPD."

Hence, if we take a conservative estimate of about 1 lakh teu of DPD containers to be delivered at JNPT per year, the benefit to importers will be about ₹25 crore (1 lakh×25,000).

Advent of new age logistic model

Though the ministry has been reluctant to investigate the role of shipping lines in influencing cargo clearance through specific CFSs but since foreign investment could be influenced by the World Bank report, the ministry is compelled to kick-start some serious makeover. Rajive Kumar, Secretary, Ministry of Shipping said, to promote Ease of Doing Business, reformation in ports sector are underway and in a bid to reduce Container dwell time, all container ports are fully equipped to provide DPD. The shipping ministry has directed all major ports to ensure direct delivery by all importers and shipping lines, and the ministry aims to increase the volume of direct delivery containers by 40 per cent by year end.

CFSs can still be valuable if they tweak their business model to keep the interest of importers at the fore front, and allow traders to choose a CFS based on the novelty factor. One key area where CFS operators should look at for growth opportunity is Multi-Modal Logistic Parks (MMLPs). Seven MMLPs are proposed by the ministry spread across Madhya Pradesh, Chhattisgarh, Rajasthan, Odisha, Telangana, Uttarakhand and West Bengal. The ministry aims significant reduction of logistics cost to the tune of ₹35,000-40,000 crore per anum, and to achieve it critical factors are last mile connectivity between ports and production and consumption hubs, use of varied modes of transport based on the location of hinterland and multi-modal logistic hubs.

A step in the right direction

- The concept of AEO has been introduced to bring down the average dwell time of containers and transaction cost
- The Direct Port Delivery model will also check the exploitation by CFS. Once the Direct Port Delivery model gets wider acceptance the add-on intermediaries in the EXIM logistics will be streamlined or eliminated.
- The shipping ministry aims to increase the volume of direct delivery containers by 40 per cent by year end.

JNPT Deputy Chairman Neeraj Bansal stressed that the goal is to achieve a system where multi-modal logistics model ensure door-step delivery. If a trader finds all logistics services under one roof in a transparent and economic form, he will adopt it. If industry finds DPD is more economical than CFS, then realignment of business will take place. Even if DPD become prevalent, there will be services like consolidation of LCL cargo, where CFS could be useful.

There has been evolution in the CFS industry, observes **Ajit Venkataraman, MD, APM Terminals India Pvt Ltd**. With the government's focus on the development of infrastructure across various modes of transport, Multi-Modal Transportation system will be undergoing a significant transition, opening up newer avenues for business. For CFS facilities these changes will mean being able to support multi-modal logistics and provide integrated solutions to customers. The dedicated warehousing partnership with Volvo, in our Chennai facility, is one such example, said Venkataraman.

On the other hand, **Samir J Shah, Chairman, FFFAI** believes CFSs will continue to handle LCL consignments and facilitate cargo consolidation, and the ones which are efficient will be in business. All over the world the practice is, ports only facilitate container loading and unloading onto a vessel, however, cargo storage and inspections are done at ICDs and CFSs.

Giving some details about the future development in CFS sector, **Sajith Sreedharan, Deputy Managing Director, BMT Consultants India** said, "CFS and ICD are becoming more organised with time and unlike earlier times now banks are eager to finance them. Moreover, with the Sagarmala project coming into the picture, there will be further consolidation in the sector, including evolution of warehouses and newer concepts like hub-and-spoke."

Traders are not happy with the liner and CFS operating hand-in-glove and it has compelled the entire trade to follow the path or perish, but once the pressure builds up to bring in transparency and competitiveness into the logistics system, the CFS have very little place to run for cover. And if we believe the global trend the multi-modal logistics system will soon come to play a bigger role and as large multinationals consolidate, they will definitely be at a more formidable position against liners. Multiple agencies are forming groups to provide end-to-end cargo delivery. What remains foremost is that any business model can't maintain status quo, and to support the industry there is a need to have a change of approach.

Left high and dry

Whether the containers are stuck at CFSs for non-payment of dues or onboard Hanjin vessels, it is going to be a complicated process for traders to recover their cargo and ship it again to its destination

by Sisir Pradhan

A shipping line, which is one of the world's top ten container carriers with a fleet of 150 container vessels and bulk carriers, operator of about 70 liner and freight forwarding services and moves more than 100 million tonnes of cargo per annum, Hanjin Shipping in its first quarter result for CY2016 reported total sales of $1.3 billion, but with an operating loss of $97 million and net loss of $221 million. Hanjin blamed that on falling freight rates starting from Q4 of CY2015 and imbalance in supply and demand, but analysts and the shipping fraternity were unfazed since they knew all is not well with the company and something big was on its way. Hanjin in its annual business results for CY2015 reported a paltry net profit of $6 million with total sales of $6.86 billion, and operating profit of $41 million. Then on August 31, Hanjin Shipping filed for protection under South Korean bankruptcy law leaving many traders shocked.

Hanjin Shipping under stress to come out of the red line in mid CY2014 attempted for a turnaround through restructuring. Though the company bought some time for itself by negotiating charter rates, which it brought down to almost half in Q1 of CY2016 as compared to Q1 of CY2014. Furthermore, fuel cost for the company decreased due to fall in global crude oil price. However, the company burdened with excessive debt as compared to earnings, ran into liquidity crisis by the beginning of Q4, CY2015. Three principal creditors, Korean Air Lines, Korean Development Bank and KEB Hana Bank, had a combined debt running into $5,98,273 by the end of CY2015. Meanwhile, the company could not secure cash from parent company Hanjin Group due to financial and legal issues. Meanwhile, the Hanjin crisis has also forced Indian trade to realign their consignments booked with the liner. Anil Devli, CEO, INSA cautions that it is going to be a very complicated process. In situations where containers that have not gone on board, exporters may bring them back to town and look at using other carriers. However, import cargo is also lying inside terminals or CFSs but not being released due to non-payment of dues. In such circumstance, shippers need to approach the CFS, offer to pay their dues and get them to de-stuff the cargo, advises Devli.

For cargo on board vessels, traders will have tough time getting it. The legal process has kicked in and Court receiver will be appointed to take vessels, containers, and cargo worldwide and deal with the assets and the claims. Cargo interests may have to bear additional costs to receive their cargo, or may have to deal with the Court receiver. Cargo interests could also approach the Ministry of Commerce to seek their assistance. Indian shippers should, through their own Shippers Councils such as FIEO, establish contact with ports in India and impress on them the need to find solutions to move cargo, in tandem with what is being done worldwide.

It is unclear how many vessels have been detained across all ports. But few vessels at China and Singapore have been detained. The company has filed for court receivership to stem any arbitrary detention of Hanjin vessels.

Meanwhile, a respite for vessel owners has come in the form of a South Korean court order on September 19 that directed all vessels chartered by Hanjin Shipping to cancel agreements with the shipping company following completion of cargo unloading. mg

Indian tonnage growing on the coastal route

Anil Devli, CEO, INSA, takes a note of the growing trend for containerisation and the bright prospects for Indian flagged vessels in coastal shipping

by Deepika Amirapu

Q Has the increase in interest of coastal players led to a spurt in Indian tonnage?

With the government clarifying its stance on the cabotage and transshipment policy, vessel operators are clear about how the policy will work. This is the reason I see many young companies coming in. From a time where there were hardly any ships plying the coast, India is currently witnessing excess tonnage of 2 lakh teu!

Q What led to the increase in tonnage in the container market segment?

Six new ships were launched by players like Simatech India, Pacific International Lines India, Sai Shipping, Shreyas Shipping and Shipping Corporation of India with them putting their tonnage back on to the coast. Some of these players are large feeder operators in the Indian subcontinent. The entry of new vessels is a reflection of the ministry's policy to encourage the Indian flag.

Q What has enthused shipping firms to introduce new services?

The new players have come in for two reasons: one, because there is certainty of policy and secondly, because of favourable conditions of doing business. Flagging a vessel in India has become attractive. You can flag a vessel in India in 48 hours which is on par with Malta, Liberia.

Q Is the government's intent to improve Indian tonnage proving to be real?

Yes, the government is making procedures easy for flagging the vessel and the government is also treating shipowners well and trying to emulate international processes. Container ships can avail duty-free bunkers. This changes the economics of operating a container ship along the Indian coast.

Q Few among the industry think the cabotage relaxation does not create a level-playing field for all players. Your comments?

I do not think cabotage relaxation prohibits anybody. The government has only asked for a fixed volume of transshipment cargo to be carried by vessels if they want cabotage relaxed. If this limit is not met, then for a stipulated period you cannot have a cabotage relaxation. This and the right of first refusal (ROFR) do not stymie anyone's opportunity.

> FROM A TIME WHERE THERE WERE HARDLY ANY SHIPS PLYING THE COAST, INDIA IS CURRENTLY WITNESSING EXCESS TONNAGE OF 2 LAKH TEU!

Q Which regions are generating more cargo?

I see east coast as a huge opportunity. There can be a lot of cargo movement between India and Bangaldesh. All cargo that moves into Assam, Meghalaya, Tripura and North-East region can move via Bangladesh and then by road into Arunachal Pradesh. We can also create transshipment facilities for cargo originating and destined for Bangladesh because a lot of cargo meant for this country is going to Singapore. So we can develop Visakhapatnam and Krishnapatnam to take domestic cargo into Bangladesh meant for the North-East via land-sea-land route and then pick up international cargo from Bangladesh and bring it to Chennai for transshipment.

Q What kind of cargo is getting containerised?

White goods, consumables, rice, wheat, vegetables, animal feed, furniture and cargo that can be unitised. There is huge scope for movement of liquids on the coast like petroleum product and chemicals.

Q Are Indian terminals and shipping lines doing enough to containerise cargo?

On the domestic side, cargo is getting containerised. For example, marbles and tiles used to move in bulk, but for about five years now, they are being containerised. Cotton today is containerised. Steel on the east coast of India is getting containerised.

Q What is your outlook for growth in the Indian container industry?

On the bulk side, we are looking to a 20 to 25 per cent growth if tonnage is available. On the liquid side, we see a growth of 15 per cent if funding is available. On container side, I see a 100 per cent growth for domestic movement in the next six years.

"THE MOST DIVERSIFIED WILL SURVIVE"

Expect more consolidation in the days to come. Not just survival of the fittest but survival of the most diversified carrier will be the norm

by Deepika Amirapu

Q How is the container market faring?

It is probably as bad as the mid or early eighties. Excess tonnage, a fall in world consumption and drop in commodities trade has led to this scenario. The Baltic Dry Index will give you an idea of where the industry is headed. It was close to 12,000 in 2008 June and it dropped to 292 in February 2016. Cape size vessels which used to go for $50,000 a day started going for $1,500 per day. Coming to container trade, there has been a bit of consolidation in the industry and I think there is going to be more of it. So it's a question of not just survival of the fittest but survival of the most diversified carrier. So a carrier that feeds factory lines will be least hit by the crisis. So, diversity and financial strength will hold companies together.

Q when will the container market improve?

I would peg revival at the third or fourth quarter of 2017. The recovery is linked to the oil prices recovering to $70 levels. Once that happens, the rest of shipping industry will also pick up as it is all interwoven.

Q What would be the drivers of growth?

Increase in consumption, higher purchasing power of people. The developed countries are actually going down in growth and population. 24 per cent of

Capt Vivek Anand, President, MANSA

the growth will happen in developing countries with only 11 per cent growth estimated in the developed countries. India will have the world's largest consumer market. With India having the GDP growth rate of eight per cent, world average will be about 3.5 in the next five years, but India will continue to grow highly.

Q How is the Indian container market and what conducive policy measures are required?

Port-led industrial development will increase growth. The cabotage rule has been another eye wash too. I do understand the situation in India is complex and the government is trying to assess the impact of this relaxation. India has allowed 100 per cent FDI in the last 13 years, but no investment has come. If that has not happened, has the Indian ship owner invested in coastal shipping? No. Because the Indian ship owner is at a disadvantage as compared to a foreign ship owner. Two points i'd like to make. Make the world shipping and Indian shipping at par. Which means finance, bunker fuel and tax free environment should be open to all.

Q What cargos are you seeing containerised?

If you were to see the projections, India in the next 25 years will have a containerised traffic to 125-150 mn teu. We stand today at 11million teus. We can expect a 8 to 12 per cent growth in the next few years. So while the economy and consumer market is going to grow, the container market will also grow. So, will this growth happen only from standard containerised cargo? No. There will be a lot of conversions and this will happen because there will be a lot more standardisation such as finished granite, vegetables, agri products, sparse minerals and those that were moving in bulk. Smaller consignments will move to more number of destinations.

Q How do you think big shipping lines are going to best utilize the smaller vessels?

Older tonnage will be scrapped and smaller vessels will go to a smaller market. There will be a cascading effect of tonnage in smaller tonnage because consolidation will also happen in this segment.

Where will growth happen?

The market will change in the next one and a half years. PSA's fourth terminal will come up and India will turn into a buyer's market. The axis between Kanpur and Hyderabad will be the greatest growth market. Seven years ago, 79 per cent of trade came from the west coast and 21 per cent from the east coast. Today, it has changed to 70 per cent on the west and 30 per cent on the east coast.

AIMING TO BE THE NUMERO UNO

Paradip Port is determined to cross the 325-million-tonne handling capacity in the next five years – a five-fold increase. The port has bettered its efficiency indices, lowering the turnaround time and increasing the berth output per day to notch the second position among government-owned ports

by Deepika Amirapu

When the Paradip Port was founded in 1962, it commenced operations as a state government port. When the Major Ports Act came into being, this 6,500 acre port was handed over to the Centre - at a time when export of food grains and iron ore was just picking up.

For five years, the port handled just half a million tonnes of cargo transporting coal from the illimitable Mahanadi coal fields and mining small quantities of iron ore for the steel and aluminum plants in Rourkela and Nalco exporting it to China. In the 1980s, as more power plants were set up, more coal was imported from Indonesia and South Africa through Paradip Port as the Mahanadi could not cater to these growing requirements. This led to an increase in cargo handled at the port. Come 1990s, two major port based fertilizer plants were set up – Paradip Phosphate Limited and Indian Farmers Fertilizer Cooperative Limited and this led to further bolstering cargo at the port. By 2005, the port was handling about 30 million tonnes of cargo but non-mechanised berths and the absence of crucial loading-unloading equipment arrested any furthering prospects of cargo handling.

K Raghuramaiah, IRTS and Former Chairman, Paradip Port says, "There was scope for cargo augmentation. But insufficient port capacity hamstrung any further handling of cargo."

This relegated Paradip to the eighth position among the major ports in 2005. Thanks to a zealous chairperson who implemented time-bound projects, the port turned around remarkably by 2010 and rose to the second position among its peers. In addition to the electrified double line and two others from Cuttack to Paradip and Paradip to Gopalpur, the highway 5A was built to connect it to the NH-5 that runs in to the Grand Trunk Road connecting to Bangladesh, Pakistan and Afghanistan. A ₹1,500 crore loan was paid off and the port became cash surplus with about 1,000 employees retiring at the end of 2010. Since then, the port has retained its position only growing from strength to strength now handling 78 million tonnes of bulk cargo.

Its hinterland extended up to Southern West Bengal, Jharkhand, Chhattisgarh, Bihar and Northern Andhra Pradesh. "The requirement of coal for steel plants, project cargo for industries and the IOC refinery at the port premises led to a spurt in cargo handling," Raghuramaiah said. The absence of any congestion and land availability for expansion are among its strong points, he added. From just iron ore and coal during its formative years, the port now handles varied cargo including POL, fertilizers, thermal coal inputs, limestone, coking coal and iron ore. The presence of a number of steel and thermal power plants in the region strengthens the port's cargo profile. Rinkesh Roy, Chairman of Paradip Port says, "Almost all of the industries in Odisha are situated in the 8-km radius of Bhubaneshwar. This makes Paradip the port of call for any cargo to be exported or moved within the country." To reach the port one needs to traverse the electric green fields and drive past the Mahanadi river and its fertile lands that run through Cuttack and a few other major towns. This makes Chairman Roy hopeful of attracting more agricultural cargo from the region. Marine exports will also soon be counted among the top

Rinkesh Roy
Chairman, Paradip Port.

> **ALL THE INDUSTRIES IN ODISHA ARE SITUATED IN THE 8-KM RADIUS OF BHUBANESHWAR. THIS MAKES PARADIP THE PORT OF CALL FOR ANY CARGO TO BE EXPORTED OR MOVED WITHIN THE COUNTRY.**

cargo contributors as Concor is setting up an inland container terminal at the port alongside a warehouse that is equipped to handle marine produce worth ₹2,000 crore. Currently, marine products are exported through Visakhapatnam. The state-run container train operator also plans to put up a multimodal logistics park at Paradip, a place with an industrial processing zone and a wood processing zone in 700 acres.

Three new berths shall be tendered for development on a BOT basis and a new oil jetty for Indian Oil Corporation will be readied. This will be complemented by upgrading and mechanising the three general cargo berths to convert them into coal export berths in three years time. To enhance connectivity to the port, plans for more four-lane highways are being detailed to connect Paradip to Haridaspur and two railways lines to bypass Cuttack are afoot. These railway projects will shorten the distance between the steel hub Kalinganagar and West Bengal by about 70 km.

"This will help us handle 325 mt of cargo in the next five years resulting in a five-fold increase in cargo handled at the port," Rinkesh says. The rapid increase in steel plants in Kalinganagar such as Tata Steel, VISA Steel, Mesco, Maithan Steel, Neelachal Ispat Nigam Limited, Jindal Steel Works and the likes will only increase their want for iron ore and coal in the coming years. The IOC refinery also targets to handle 15 mt of crude and POL by 2017. The port has also bettered its efficiency indices, lowering the turnaround time and increasing the berth output per day. "We are working to minimise our handling losses and also improve our costing to attract more clients," Roy said. But the biggest buzz is about the new container terminal that's underway by the J.M. Baxi Group. It's being built to handle 5 million teu of clean cargo. "Not all of the cargo handled at this berth will be containerised. Aluminum ingots, coastal cargo and some break bulk cargo will also be handled here." So this means that a vessel with fertilizer cargo moving from Kakinada to Bengal and Bihar can be berthed here. More agri cargo such as de-oiled rice cakes, pulses and rice can be handled at this berth.

This might prompt one to ask if the container berth is coming up to compete with Dhamra. Jumping to defence, one of the port's biggest users steps in and says that Paradip will retain its competitive edge despite Dhamra gaining a first mover advantage setting up the container terminal first. Although Dhamra can handle cape size vessels, it is closer to West Bengal than to the industrialised regions in Odisha. Dhamra bags its revenue from just a handful of customers, but Paradip's strength is in garnering revenue from varied cargo types. Raghuramaiah, the veteran also nods and says "Dhamra only handles little cargo apart from the captive coal for a few firms. So there is no direct threat for Paradip." The berth is expected to commence operations by end of 2017 and take container cargo handling from 6,000 teu to 5 million teu. However, Paradip has to rely on dirty cargo to become the number one port by volume handled. Much of the container cargo comes from southern West Bengal and this can be tapped once the new railway lines are operational. "In terms of capacity addition, we are akin to the JNPT and in terms of cargo projections, we'll match Kandla," the Chairman says justifying his upbeat mood because of the number of railway connectivity projects underway. "They will leave no room for congestion then," he sums up. Even as the rest of India's ports eye box cargo, Paradip prides itself in catering to bulk and break bulk cargo. Dirty is in and this will take the port long way in clinching the numero uno position in a few years from now. mg

Keeping freight cost under control

Farmers are elated with the government approving road freight rates for fertilizer movement

by Ritu Gupta

To ensure timely and adequate availability of fertilizers to farmers at affordable prices, the Department of Fertilizers has approved the freight rates for the direct road movement of fertilizers up to 500 km from plant/port to block level, as recommended by the Tariff Commission. A decision was recently taken to reimburse the freight cost in respect of secondary movement of fertilizers from rake point to district/block headquarter on monthly basis at the lower of the normative Per Ton Per Kilometer (PTPK) rate or actual expenditure incurred by the company. The change in norms comes in the backdrop of complaints that manufacturing companies were transporting fertilizers only till the point government provides freight subsidy. From thereon, retailers were transporting fertilizers and adding transportation cost to the price charged from farmers.

The decision will ensure availability of urea in remote areas, while keeping the cost under control. It will be one of the major tool to maintain the demand and supply uniformly all over the country up to the block level and will benefit farmers during the peak demand season. Fertilizer companies will not be allowed to do circuitous routing of fertilizers which will save subsidy and promote efficient transportation of fertilizers. The district-wise normative road freight rates have been computed in scientific manner in line with the policy. The movement from plants or ports to the block level, as recommended by the Tariff Commission, is a policy which is also a part of the government's plan to revive the rural economy by focusing on irrigation and urea availability. With the price of urea, the most commonly used fertilizer in India, being controlled and currently sold at a fixed price of ₹5,360 per tonne, any prevention of leakage will result in savings thereby helping the government which has made a provision of ₹70,000 crore on account of fertilizer subsidies in the Union budget of 2016-17. The industry is compensated in the form of subsidy for the difference between production cost and selling price.

"A decision has been taken to reimburse freight cost in respect of secondary movement of fertilizers from rake point to district/block headquarter on a monthly basis at the lower of the normative per tonne per kilometre rate or actual expenditure incurred by the company," according to a government statement. The policy will be applicable retrospectively from 2008 and necessary recovery and payments from the companies will be made in due course of time. According to government sources, urea production during the current fiscal year will reach 25.5 million tonnes (MT) compared with 24.5 MT achieved last year which will result in savings of ₹2,000 crore in subsidy. India's annual demand for urea is around 31 MT. The country witnessed a record production of 24.5 MT of urea in the last financial year. Experts believe that the move will benefit farmers the most as the decision will ensure soil nutrients reach far-flung areas. "The decision will not have any sort of impact on the profitability of fertilizer companies, as freight is very small component in their overall costs. But now these companies will move from their economic territory and will send fertilizer to far-flung areas, ensuring availability of the nutrient," said K Ravichandran, senior vice-president and co-head, corporate ratings, Icra Ltd.

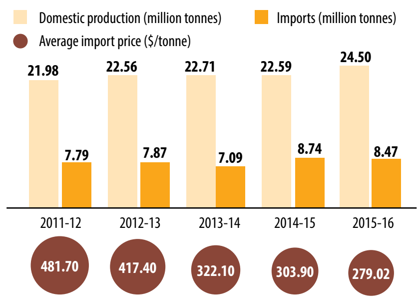
Freight for urea has been always driven by considerations of serving the farming population at large including those in remote and hilly areas. The intention of the government had never been to save subsidy by paying lower than the actual expenditure on freight. Uncertainty of freight subsidy, on the other hand, can disrupt supply and create scarcity amidst plenty. In this regards, distribution and movement of urea is as important as its manufacture if not more, and hence the new policy decision is expected to have a very positive effect on the sector.

The nitty gritty of fertilizer transportation

The transportation characteristics of fertilizer are such that it has to be transported throughout the year and has to be stored in warehouses situated at strategic locations throughout the country. The fertilizer movement is like a complex web of 'one-point to many-point movements. The demand of fertilizer by the end user is highly seasonal. The peak seasons of the demand vary from region to region and crop to crop. Whereas fertilizer is moved in bulk from the production centres to the warehouses, its consumption is in smaller quantities due to predominance of smaller and marginal land holdings. As a result fertilizer cannot be moved in loose bulk conditions. It has to be bagged in bags of 50 kg/25 kg for movement and distribution.

FARM DELIGHT

Domestic production of urea has been increasing over the years whereas average import price has been declining



Source: Department of Fertilizers

The various legs of fertilizer movement from plant to farm-gate can be described as follows: (a) Primary movement from plant to the rail head destinations on longer leads (called Rake points) - by rail (b) Secondary movement from rake point warehouses to the feeder or to the block level warehouses - by road (c) Door delivery from rake point warehouses or intermedite warehouses to the user's door - by road (d) Primary movement from plant to warehouses or user's door within a radius of 150-200 km from the plant - by road

India is the third largest consumer and second largest importer of fertilizer in the world. Million of tonnes of fertilizer is moved from various plants/ports to more than 6 lakh villages spread over the length and breadth of the country. There are more than 35 large and 120 medium/small size fertilizer manufacturing units in the country. The imported fertilizer has more than 30 entre-posts at various ports of major and minor categories. Most of the fertilizer plants are located in clusters or along the coastal areas. There are more than 600 full and half rake points where fertilizer rakes are unloaded and material is despatched onwards to warehouses or to consumption areas by road. mg

Indian container trade grows four times the global pace

A recovery in the US economy and various measures taken by the centre helped India register 11 per cent jump in containerised foreign trade in the first-half of 2016. The rate of growth was four times the pace in worldwide containerised trade in the period, according to a report by Maersk Group.

The 11 per cent increase was almost double the 6 per cent growth registered during the same period last year. Growth in imports into India remained strong at 12 per cent, it said. In contrast, overall global containerised trade grew 2.8 per cent in the first half. "This growth clearly indicates that the initiatives taken by India to boost the economy are on the right track since containerised trade accounts for approximately 55 per cent of the country's total EXIM trade volumes," the report's authors wrote. During the first half most containers went to the US, UK, Germany, Saudi Arabia, Turkey and Kenya. Vegetables and fruits & nuts were among the top exported commodities. Exports of vegetables grew by 56 per cent, followed by fruits & nuts at 42 per cent. Among fruits, outbound shipments of grapes surged by 180 per cent.

Growth was witnessed in the exports of automobiles and auto parts despite a dip in demand from Nigeria. "Algeria, Tunisia, Egypt, Turkey and a few South American markets were the major markets for auto exports." Demand for Indian garments remained strong and witnessed a volume growth of 13 per cent due to demand from North America. However, exports of guar gum halved due to the low production and prices of crude oil. China was the largest source for imports with a share of 30 per cent followed by North America, electronics constituting the major share of imports. The top supplier countries included the US, Germany, South Korea and Saudi Arabia.

UBERISATION OF TRUCKING?

A website is revolutionising the truck industry of India by assuring a superior match making experience of loads and trucks

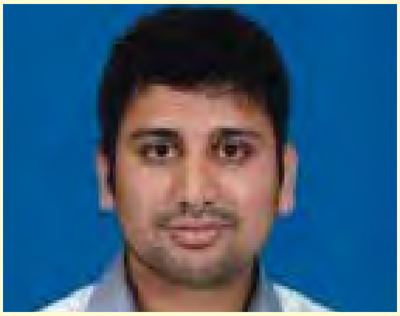
by Ritu Gupta

A slow revolution is brewing for the truck industry in Ahmadabad. The revolution is in the form of a technological platform that acts as a tie-up between trucks and loads and assures a superior match making experience by expanding opportunities available to meet potential logistic partners. The platform – called truckforload.com – is a place where both transport service providers and persons that need to transport loads can find each other and do their business on single click. The goal is to fill the shortcomings of the old system of finding a truck or load through the channel of agents, and replacing it by an online system of data matching and to make sure that customers avail quality services at competitive prices. Truckforload.com tries to fulfill logistic requirement of delivering across the length and breadth of the country by a single click, thereby eliminating geographical barriers. The management of truckforload.com also tries to ensure a safe and secure transportation services by providing ultramodern and futuristic tracking devices. It also takes care that the parties listed on their website are authentic.

Indeed, the venture is an unique one in India and is run by a team of highly qualified professionals, comprising of a CAs, MBAs, software engineers and seasoned businessman. The man behind the online platform is mainly Nitin Gupta, who felt the need of such a website after he experienced problems in finding logistics solution for his family business related to food grains. "Everything depends on logistics for its smooth operations. In my family business, we faced lots of problem due to inefficient logistic services. I had also analysed various business ideas in my business entrepreneurship study as an student of MBA and over a period of time I realised that logistics play an important role in the development of business, and therefore I started this website," says Gupta. According to him, he had to do a lot of market survey initially for starting the company, as finding data from secondary research is very difficult for the Indian truck industry due to its unorganised nature. "I took a lot of pain in collecting data and meeting people for finding opinions of the people for this type of service. After the surveys, we have designed our systems in such a way that our consumers have to use no technology or very less of it as they are not habitual to such things," adds Gupta.

The main focus of truckforload is on city-to-city truck transportation and it aims to improve efficiencies of truck transportation sector. It

"THE GOAL IS TO FILL THE SHORTCOMINGS OF THE OLD SYSTEM OF FINDING A TRUCK OR LOAD THROUGH THE CHANNEL OF AGENTS, AND REPLACING IT BY AN ONLINE SYSTEM OF DATA MATCHING AND TO MAKE SURE THAT CUSTOMERS AVAIL QUALITY SERVICES AT COMPETITIVE PRICES."



Nitin Gupta, Founder & MD, Truckforload.com

Q Do you think a venture like yours will help make the logistics industry more organised?

Our venture is started with the aim to organise the logistic industry. We are implementing technology so that everybody is more informed. We will definitely help logistic industry to be more organised in the coming years.

Q There is plenty of room for technology to play a greater role in the supply chains in India. Complete visibility of the supply chain is very critical in developed markets as this can reduce costs considerably. Why is India not prepared to use this advantage fully?

For using technology to its full advantage, attitude towards technology needs to be changed for this sector. The sector is changing but till now many of its users don't want to change. They are thinking that technology will decrease their business.

Q Is your startup one of its kind in India or do you have any competitors?

There are some other startups recently started in this regard but our startup is working in an unique way.

Q Companies like yours operate in many developed countries. What lessons can you learn from them to make your venture more successful?

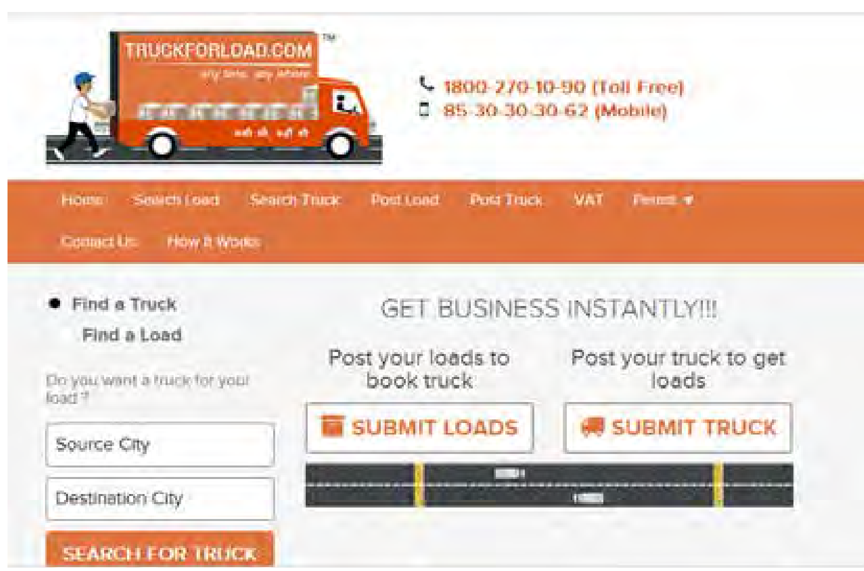
We can learn different types of lessons from similar companies, such as the following:

- We have to focus on the inefficiencies like return trips and reducing idle time of trucks
- Verification of parties is critical for success of the venture.
- System should be transparent so that there is no point of conflict in doing business.
- Technology should be used whenever required to ease down business activities like tracking, sensors, etc

Q To recognise and realise India as a global hub of logistics or outsourcing, what actually needs to be done from the industry side and the government side?

Industry should be prepared for the technological revolution and should implement things as continuous improvement is necessary for development. From government side, regulations should be ease down and there should not be any unnecessary hurdle such as complicated paper work; moreover, there should not be delays on tolls, and GST should be implemented in a big way.

connects a person's need to transfer goods via truck service with the help of technology by data matching, data analysis, route optimisation, minimising return trips and also reducing dwell time. It amply uses IT solutions like GPS tracking and sensors. For finding a truck, a load provider has to give its load details to the website or its customer care number and then the technological platform connects them to the truck service providers. Logistics company has to register on the platform for getting loads. "We have developed the system in such a manner that automatically a SMS is generated if there are loads and trucks for the same location and live tracking of consignment takes place on our platform. An annual subscription fees is charged by us from the truckers side," avers Gupta. According to him, the company is doing well to date with revenues coming from the subscription fees from the truckers. It has successfully registered over 400 transporters having a variable fleet size and also has over 200 customers. "We are getting a good response from the industry. People are welcoming our idea. Individual truckers as well as logistics companies both are giving a good response," says Gupta. But there are some problems as well – like any other logistics company operating in India, finding the right kind of employees is a big problem for truckforload.com, and so is training the employees for this kind of new business. Another problem is making complete online software for the venture, as it is a new concept for India. But despite these small hiccups, the company has been running successfully and its promoters hope that their venture will ensure that the truck industry of India will soon become more organised



"OCEAN FREIGHT IS GROWING FASTER THAN AIR FREIGHT"

Having withered many a storm in the past 140 years, DB Schenker has evolved the mechanism to survive difficult times. As Schenker India celebrates its 20th anniversary, it is ready to tap the the tier II and tier III cities

by Omer Ahmed

Oliver Bohm, CEO, Schenker India Private Limited

Q Global trade is dull and Indian exports have been down for the past few months. How are you adjusting your business strategy to survive these difficult times?

The slow growth in Indian exports and the overall dull global trade scenario is certainly a challenge. Over the past 140 years of global transportation and logistics expertise, we have weathered many such storms and hence developed efficient processes and infrastructure to deal with such situations. These highly proficient processes and adherence to their parameters leave little room for wastage and help us keep a tight control over operations and costs. While acquiring new customers is always a priority, retaining existing customers by providing end-to-end solutions and value-added services is crucial. We make long-term associations with customers, particularly where they are looking for a solution provider and not a transporter. We are also introducing new products like DB SCHENKER skybridge services, new lanes for LCL services, and many others to spur additional growth.

Q How are the customer dynamics changing and how are you adjusting your service offerings accordingly?

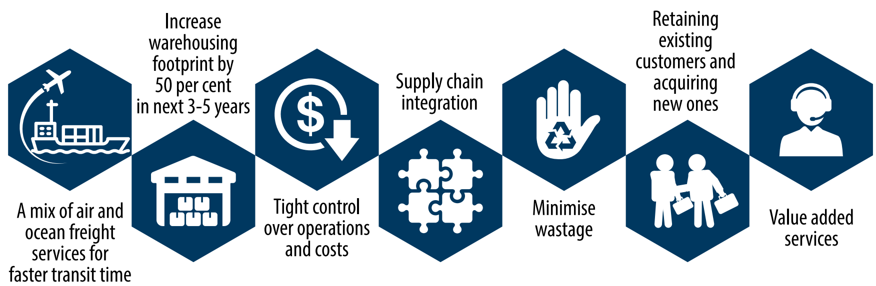
The Indian logistics market is rapidly transforming into a highly competitive market with many players and sophisticated customers. Our focus on efficient processes which save both time and money and an integrated solution-led approach keep customers happy. Value-added services and supply chain integration enable to meet customers' demand in almost every situation.

Q Among air freight and ocean freight which one has a major contribution to your bottom line? Which of these businesses is growing faster and why?

Both air and ocean freight are equally important and contribute to both our top and bottom lines. They are our main business lines apart from the contract logistics business. At present due to the volatility in the global situation, customers are shifting towards the ocean freight due to high air freight prices. Although it has a higher transit time, advanced planning can mitigate that and help maintain customers' bottom lines in difficult times. For a medium term, we see the ocean freight growing faster than air freight because of its ability to optimise the ROI and add to the revenue stream.

Apart from this our unique offering SCHENKERskybridge presents a mix of air and ocean freight services for faster transit time than ocean freight and lower cost than air freight products and is very well received by the customers. We have successfully implemented that in retail sector and planning to extend to other areas too.

SCHENKER INDIA'S MANTRA FOR SUCCESS



Q As a 3PL provider, what are the major demands or challenges you see from the customer?

Manufacturing and other sectors are gaining momentum in India and this gives a positive impact on overall sector growth. On the one hand this is a very positive sign of growth for service providers like us and on the other it creates certain intricacies to serve the customers in these niche segments. We have already defined verticals like automotive, manufacturing, healthcare, industrial, aerospace and many others, with tailored vertical solutions to meet the demand of the specific industry segments. With a deeper segmentation within these verticals sometimes pose a challenge which we are well capable of handling. Demand is growing for more customised solutions.

Q From which industrial sectors do you see more business coming?

Aerospace, Industrial, Chemical, Automotive, Consumer, Electronics Solar and Semiconductors and Healthcare

Q The current budget has imposed 14 per cent service tax on shipping companies importing into India. How do you adjust this extra cost?

The service tax is levied on actuals and not part of the package prices. It's a two- way process and for the entire business fraternity, including supplier and customers ends. Our supplier also charges the taxes at prevailing rates and we charge to our customers.

Q Do you see timetabled freight trains improve the logistics scenario?

Timetabled freight trains will bring in more cost effectiveness, faster transit time, increased direct port connectivity for project/break-bulk loads and lesser paperwork. Dedicated freight corridors will boost the process further and make it more effective to move freight by trains. Approval of the GST Bill in Parliament will also make the implementation much easier and increase the coverage to newly developed logistics parks.

Q The Indian government is keen to promote alternate modes of transport like coastal shipping and inland waterways. What do you think of this?

Many countries which have fully developed inland water transport, they have relatively lower logistics cost. If this can be done in India, it will be a boon to the entire transport system and will reduce the cost of national distribution and domestic supplies.

Having said that, we also need to understand the realities that the Indian geography offers limited scope due to seasonal rivers and uneven river flow, so the initial cost of developing a system may be high, but it is nevertheless a significant development and will reduce the burden on road and other modes of transport.

Q With e-commerce growing rapidly, are you planning any specific solutions for this segment?

We are already doing business with e-commerce companies in Europe and possess the expertise. In India, we are providing contract logistics solutions to a few e-commerce companies. It's early to comment on our freight solutions for the industry because of specialised requirements of order, process and delivery formats. So far we are catering to customers in India who are in business-to-business supplies, and not in business-to-customer supplies.

Q How has been your experience in compliance with VGM reporting under SOLAS?

We are one of the pioneers in implementing SOLAS in India. Due to cost involved in the process, customers are not keen to pay for it. At DB Schenker, we have given multiple options to customers to make the payment for VGM compliance process, yet the response overall is not very encouraging. The ministry of shipping is trying to ease the burden of the additional process and charges by using the electronic mode instead of the paper mode which is expected to bring more transparency and ease to the VGM process.

Q What will be the impact of Brexit on the logistics sector, especially in India?

In India we don't see much impact at the moment, but it might have some indirect impact. In the long run, there might be some changes in shipping routes since the European Union is one of the largest trade partners of India. Post-Brexit initiatives taken by the UK and India to strengthen trade ties can minimise any unfavourable effect on business.

Q What are your plans for growing Indian operations?

India is a very important market for DB Schenker and we continue to be bullish about its prospect and are committed to it. As we celebrate our 20th anniversary in India, we have drawn up an ambitious growth plan. We plan to increase our warehousing footprint by 50 per cent in next 3-5 years. Currently, DB Schenker in India has 64 warehouses covering more than 2.3 million sq. ft. of area. These warehouses are operated from 32 strategic locations and includes 13 large Multi-Client Facilities (DB Schenker Logistics Centers - SLCs). We want to expand to more geographic regions and penetrate deeper into the market by tapping medium enterprises as well. Our main focus now is on tier II and tier III cities where many customers supply to global OEMs in Europe, USA and other parts of the world. We plan to introduce new international products in our portfolio and implement the best practices in Quality, Health, Safety and Environment. We will further accelerate our pace by investing in more skilled manpower, technology and infrastructure to meet the growing demand. mg

Breaking barriers and leaping ahead

Harpreet Singh Malhotra, CMD, Tiger Logistics (India Limited)

Be it the war-stricken Afghanistan or the high crime areas in interiors of Columbia, Tiger Logistics has delivered on time in places where other logistics companies dreaded to operate. In the domestic market the company has presence at all ports and is continuously expanding operations across the length and breadth of the country

by Ritu Gupta

Q How does Tiger Logistics remain a market leader given the complexity of the Indian logistics industry?

The ninth Indian logistics company listed on the Bombay Stock Exchange, Tiger Logistics repeatedly went up against competitors. We have a robust back-end which is a vital prerequisite for a committed logistics business to survive, we firmly believe it's back-end that connects the dots. We are ISO 9001:2008 certified. In the logistics arena, Foreign Japanese and Korean companies like to work with our local counterparts. Today we have top Asian companies like LG, Yamaha, Honda, Suzuki, Bajaj in company's kitty.

Q What have been your recent notable achievements?

Our company has marked several milestones successfully in the present financial year – whether it's FY 2015-16 turnover with a steady growth of 25-30 per cent or its footprints on the overseas where company has opened its first office in Asia Pacific region. The company has opened an expansion branch in Singapore as Tiger Logistics PTE Limited to be closer to our clients in Singapore and in South East Asia. The company was recently awarded as the World's Greatest Brands of Asia & GCC.

Q What is the driving force behind your passion in the logistics sector?

When anyone said it was not possible, I did out himself and wrote history – be it the Salma Dam Project in war-stricken Afghanistan or in high crime areas in interiors of Columbia where no company is willing to operate. When cargo had to be delivered in interiors of East Africa where at some places high poles had been commissioned, we thought out of the box, worked with the government machinery to get the height increased and ensured the cargo was delivered spot on time.

Q What is your strategy for the short and medium terms?

The company plans to invest in owning a CFS in Gujarat not only to assist in doing the backward integration for our present customer base but also to complement our various north India offices by providing end-to-end solutions for the entire cargo base moving by road to Gujarat ports. The company plans to enter the domestic logistics market in the coming two years and compete with giants like Gati and TCI. We would like to enter the defence forces arena and be a preferred vendor for logistics. Today the Defence does not use any private logistics company and spends a huge amount of money in logistics and transport.

Q What are the immediate and future expansion plans?

We have plans to migrating to the National Stock Exchange very soon. Tiger Logistics is planning to have a pan-India presence and venture majorly into domestic logistics with warehousing distribution and transportation. We have opened three more new branch offices in the previous financial year in Veraval, Vadodara, and Hazira. Tiger Logistics has covered almost all states having ports. We plan to open our own offices in the US, China, Mexico and Panama.

Q Why is technology penetration low in Indian logistics?

As compared to global standards there are many inefficiencies which need to be overcome in Indian logistics industry. The rate of technology adoption is very low. Things like inventory management and supply chain visibility, which area facilitated by technology still need to be improved. Logistics service providers must use ERP. However, a common dilemma faced by project evaluation teams at leading global logistics service providers (LSPs) today is "Whether to customise their existing ERP for logistics business or to choose a best-of breed and proven logistics solution which is readily available in the market." Each approach has its own merits and the best way to go about before taking this crucial decision is to look at the critical success factors that impact business. In evaluating an enterprise IT solution, apart from project cost, implementation timeframes and risks related to vendor's capability, a project manager needs to also consider whether either of these IT options are aligned with the larger business goals. In case of a customised ERP involving development with a System Integrator (SI), most of the generic SIs have limited domain knowledge of logistics business, thus the cost of project will not only shoot up but also cause further delays in system rollout. Also, such developers have a high sourcing cost. Therefore, one needs to invest in a vendor who has an established product and has the inherent capability to enhance the solution based on industry needs. This is crucial in reducing the total cost of ownership for the LSP.

Q End-to-end solutions are relatively a new concept in India. How ready are the Indian companies in buying these services?

The market of value-added services is growing very rapidly as 3PL market in India and is expected to be worth $301.89 billion by 2020. There are a wide range of additional services that we offer as part of an overall solution that can improve the performance of customer supply chain. Such services are: Insurance, warehousing, packaging, palletisation, port handling, and consultation on import-export. Such developments have spanned across all modes of transportation and logistics services, and have involved the active participation of all.

Q What are the issues faced by shippers in freight transportation by railways?

The Indian Railway network is overburdened and operating at over 100 per cent utilisation. While numerous projects for upgradation are under way, these projects are unlikely to keep pace and meet the future demand. A multimodal, viable and competitive transport system should be an integral part of trade and transport policy. As a first step, there is need for "Intermodal and Logistics National Plan" to help outline the intermodal network and provide a framework for the introduction of intermodal transport and logistics. An intermodal terminal is a facility that enables containers to be transferred from road to rail or alternatively from rail to road. Containerised imports may be offloaded from a ship and then directly loaded onto a train at a rail facility located at the seaport. Similarly, export containers can be efficiently transported from the point of production to a seaport via an intermodal road/rail transfer as well. Intermodal terminals can also be an efficient and effective way of transporting high volumes of containerised freight from one inland location to another, either within one region or between regions, by combining a long rail leg with a relatively short road trip. At present, railways in India carry intermodal transport, mainly containers.

Q How can India's vast coastline and significant inland waterways be utilised in carrying domestic freight?

The regional distribution of gains from reform is an important issue. Transport distances within India are considerable and without cost-effective logistics. The gains from trade could be distributed unevenly across different regions of India. For instance, goods produced in the Western or Southern regions of India destined for use/consumption in the Eastern or North East regions to be cost-effective could use transport combination of rail, road, inland waterways or coastal shipping. This would help reduce dependence on road transport. Lack of an integrated transport policy and skewed freight modal structure can penalise industrial products. The appropriation of FDI by a few states in the Western and Southern regions reflects to some extent high transport costs in other regions of the country. mg

PERFORMANCE OF INDIAN CONTAINER TERMINALS (FY 2015-16)

Names	Volume Handled	Annual Growth
APM Terminals Pipavav	Medium	Low
Mundra International Container Terminal	Medium	Low
Adani Mundra Container Terminal	Medium	High
Adani International Container Terminal	High	High
Adani Hazira Container Terminal	Low	High
Paradip Container Terminal	Low	High
Chennai Container Terminal	Medium	Medium
PSA Chennai International Terminal	Medium	Low
Visakha Container Terminal	Low	High
Krishnapatnam Port Container Terminal	Low	High
Kattupalli International Container Terminal India	Low	High
Jawaharlal Nehru Port Container Terminal	High	Low
JNPT - SWB	Low	High
Nhava Sheva International Container Terminal	Medium	Low
Nhava Sheva (India) Gateway Terminal	Low	High
APM Terminals Mumbai	High	Low
Bharat Kolkata Container Terminal	Medium	Medium
Haldia International Container Terminal	Low	Low
Vallarpadam ICTT	Low	High
Mumbai Port - Containers	Low	Low
PSA SICAL Tuticorin Container Terminal	Medium	Low
Dakshin Bharat Gateway Terminal	Low	High
New Mangalore Port - Containers	Low	High
Mormugao Port - Containers	Low	Medium

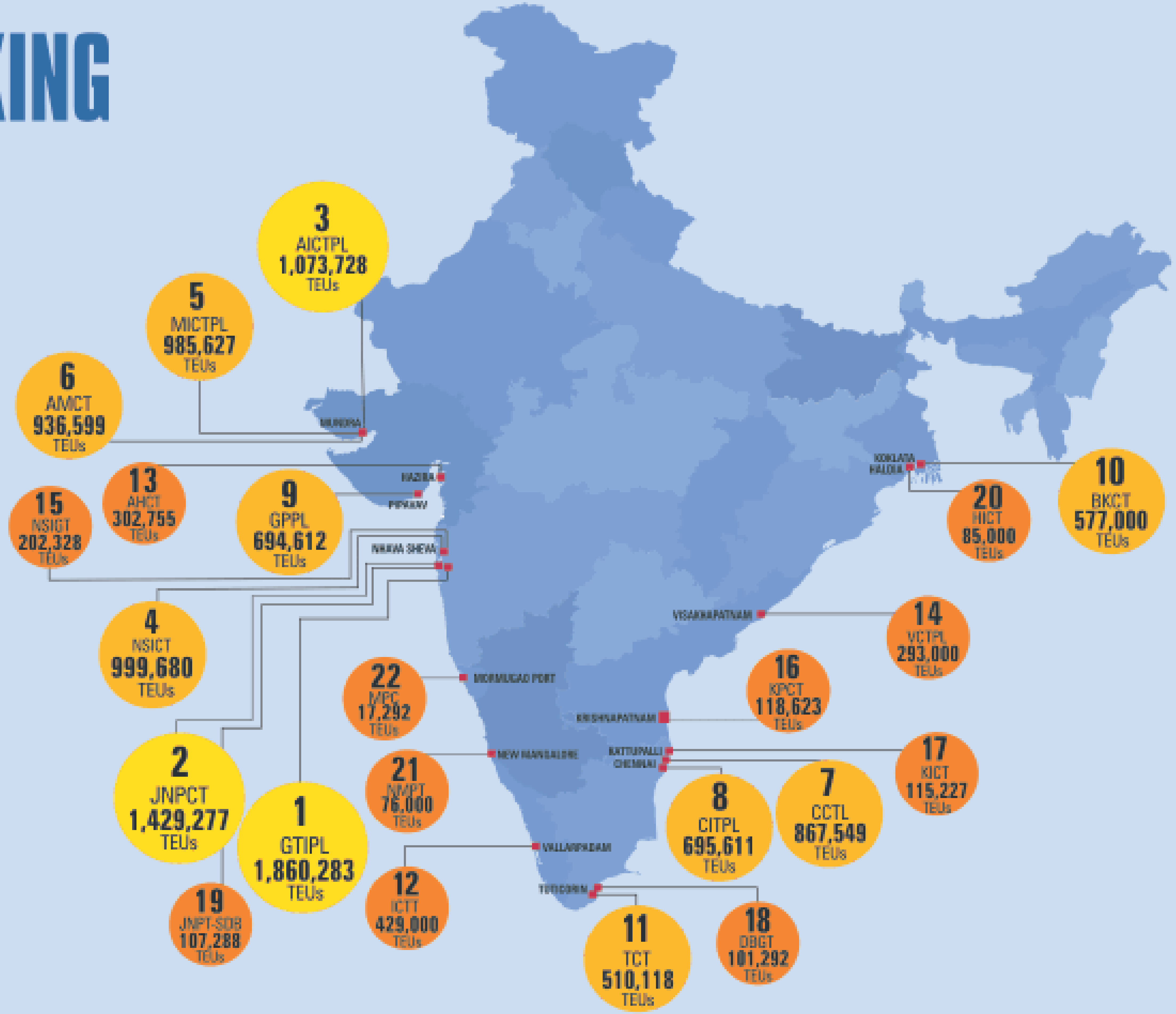
Reference	Volume(Mi TEUs)*	Annual Growth
Low	0-0.5	<5%
Medium	0.5-1	5-10%
High	>1	10%+

* Mi TEUs - Million Twenty Foot Equivalent Unites

TERMINALS RANKING
(2015-16 FY)

Total Installed Capacity
(2015-16 FY)
20,250,000 TEUs

Total Throughput
(2015-16 FY)
12,539,579 TEUs



> 1,000,001 (TEUs)
500,001–1,000,000 (TEUs)
0–500,000 (TEUs)

GPPL	:	APM Terminals Pipavav – Gujarat Pipavav Port Ltd
MICTPL	:	Mundra International Container Terminal - DP World
AMCT	:	Adani Mundra Container Terminal
AICTPL	:	Adani International Container Terminal
AHCT	:	Adani Hazira Container terminal
CCTL	:	Chennai Container Terminal - DP World
CITPL	:	PSA's Chennai International Terminal
VCTPL	:	Visakha Container Terminal
KPCT	:	Krishnapatnam Port Container Terminal
KICT	:	Kattupalli International Container Terminal
JNPCT	:	Jawaharlal Nehru Port Container Terminal
NSICT	:	Nhava Sheva International Container Terminal - DP World
GTIPL	:	APM Terminals Mumbai – Gateway Terminals India
BKCT	:	Bharat Kolkata Container Terminal
HICT	:	Haldia International Container Terminal
ICTT	:	Vallarpadam International Container Transhipment Terminal
TCT	:	PSA SICAL Tuticorin Container Terminal
DBGT	:	Dakshin Bharat Gateway Terminal
NMPT	:	New Mangalore Port – (Containers)
JNPT-SWB	:	JNPT Shallow Drought Berth
NSIGT	:	Nhava Sheva India Gateway Terminal
MPC	:	Mormugao Port -Containers

Note: Ranked all Indian container terminals as per the throughput based on data obtained from ports / container terminal authorities and also from other reliable sources

Source by: gateway research | www.gatewayresearch.in

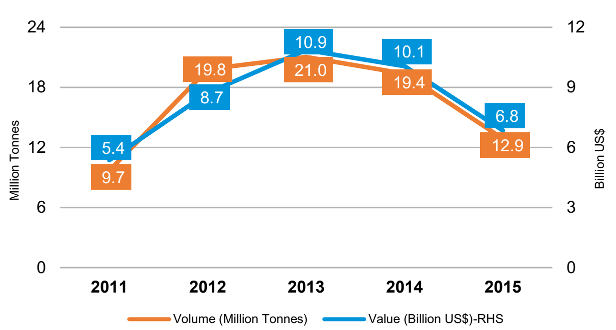
Container Terminal Name	Known as (Short Name)	Operated by	Year of Commission	Draft (meters)	Berths	Quay Length (meters)	Installed Capacity (Million TEUs)	Throughput (TEUs)	Yard Area (Hectares)	Total Ground Slots (TGS)	Reefer Plugs	Quay Cranes	Rubber Tyred Gantry Cranes (RTGC)	Rail Mounted Gantry Cranes (RMGC)	Reach Stackers	Fork Lifts	Capacity Utilization (%)	Cargo Profile	Rail Connectivity
Mundra International Container Terminal	MICT	DP World	2003	14.5	2	632	1.1	985,627	24	5,400	366	2 Post Panamax and 4 Super Post Panamax	18	2	2	4	89.60	Granite / Marble, HMS, Non Ferrous Scrap (High Value), Auto Parts, Solar Panels, Used Clothing (Rags), Waste Paper, Rubber, Resin, Logs and Minerals.	Handles 160 trains monthly, 80 trains to the NCR Region (Tuglakabad, Loni, Dadri, Faridabad, Patli, Garhi Harsaru).
Adani Mundra Container Terminal	AMCT	Adani Ports & SEZ Ltd	2007	14.5	2	631	1.0	936,599	NA	4,014	366	6 Super Post Panamax	20	NA	3	NA	93.66	Mica, Talcum Powder, Feldspar Powder, Magnesium Silicate, Granite, CeramicTiles & Sanitary wares, Agri Commodities, Rice Metals, Minerals, Aluminium Scrap, Chemicals, Speciality Chemicals and Wood Products.	Connected to all major North & West India ICDs and operates double stack container trains to ICD Patli & others ICDs in NCR zone.
Adani International Container Terminal	AICTPL	Adani Ports & SEZ Ltd and MSC Mediterranean Shipping Company	2012	16.0	2	810	1.3	1,073,728	NA	8,260	405	6 Super Post Panamax	18	NA	3	NA	82.59	Mica, Talcum Powder, Feldspar Powder, Magnesium Silicate, Granite, Ceramic Tiles & Sanitary Wares, Agri Commodities, Speciality Chemicals, Rice , Metals, Minerals, Aluminium Scrap, Chemicals and Wood Products.	Connected to all major North & West India ICDs and operates double stack container trains to ICD Patli & others ICDs in NCR zone.
Adani Hazira container Terminal	AHCT	Adani Hazira Port Pvt Ltd	2012	13.0	2	637	0.8	302,755	20	3,500	120	4 Post Panamax and 2 Super Post Panamax	16	NA	2	NA	40.37	Chemicals, Metals, Wood Pulp, Waste Paper, Scrap, Food Products, Copper and Copper Alloys, Cotton Yarn, Fibers and Rubber Products.	Connected with ICD Pithampur, ICD Ratlam, ICD TKD, ICD Dadri and Nagpur ICDs.
Chennai Container Terminal	CCTL	DP World	2001	13.4	4	885	1.2	867,549	18	3,960	355	8 Super Post Panamax	23	3	2	1	72.30	Chemicals and Speciality Chemicals, Rice, Agri commodities, Salt, Quartz Powder, Granite Blocks, Tiles, Ceramics, Sanitary wares and Automobile Parts.	Connected by BG link to Mumbai and Delhi via Ahmedabad. Longest route i.e. via Viramgam-Ahmedabad Godhra-Ratlan-Bayana-Jamuna Bridge to Delhi. The second route is via Viramgam-Khodiyar Mehsana-Palanpur-Ajmer to Delhi. In addition, Port has MG connectivity with Palanpur.
PSA - Chennai International Terminal	CITPL	PSA Chennai	2009	15.5	3	832	1.3	695,611	35	5,424	306	3 Post Panamax and 4 Super Post Panamax	18	NIL	6	NA	55.65	Chemicals, Electrical & Electronic goods, Auto parts & spares, Newsprint, Fruits, Granite, Stones, Onions, Agri products and Automobiles.	Currently using the CONCOR Rail Connectivity 1 km away from the terminal for Bangalore Market.
Visakha Container Terminal	VCTPL	DP World and United Liner Agencies of India Pvt Ltd.	2003	16.5	2	450	0.6	293,000	16	2,500	204	2 Panamax and 2 Post Panamax	6	NIL	5	3	48.83	Automobile, pharmaceuticals, textile, leather, light engineering and chemicals.	Service from Bangalore and Hyderabad to chennai, Nagpur, Delhi, Vijayawada, ICD Tondiarpet.
Krishnapatnam Port Container Terminal	KPCT	Krishnapatnam Port Company Ltd	2012	13.5	2	650	1.2	118,623	36	4,600	400	5 Super Post Panamax	4	NIL	10	2	9.89	Refractories, Scrap, Machinery, Cashew, Paper, Minerals & Alloys, Quick Lime, Phrma-ceuticals (Chemicals, finished goods), wood Pulp, Ferro Alloys, Aluminum Products, Sea Foods, Steel, Agri Products, Minerals, Granite, Refractory, Paper and Chemicals.	Connected with ICD Raipur, Nagpur, Kalinganagar, Delhi (NCR), Birgunj ICD (Nepal). Approximately handles 25 trains per month.
Kattupalli International Container Terminal India	KICT	Adani Ports & SEZ Ltd and MSC Mediterranean Shipping Company	2013	14.0	2	710	1.2	202,328	25	5,120	360	6 Super Post Panamax	15	NIL	3	4	16.86	Granite, Paper, Automobile Parts, Fruits, Billets, Cement, Chillies, Coffee, Coir Fibre bales, Cotton Linters / Hull / Yarn, Empty Bottles, Granite, Maize, Mica Powder, Minerals, Pipes Raw, Cotton, Rice, Shrimps, Sugar, Tobacco, Pulses, Rubber Scrap, Soda Ash, Steel Sheets, Timber, Used Tyre and Waste Paper.	New connectivity started to Bangalore Whitefield ICD.
Jawaharlal Nehru Port Container Terminal	JNPCT	Jawaharlal Nehru Port Trust	1989	14.0	3	680	1.3	1,429,277	62	10,482	390	9 Super Post Panamax	18	5	8	3	114.34	Automobile accessories, Iron or Steel products, Meat Products, Frozen Products, Cotton Yarn, Rubber, Valves and Plastics.	New rail connectivity started from Bangalore to Kattupalli.
Kandla International Container Terminal	KICTL	International Cargo Terminals and Infrastructure Pvt Ltd (formerly United Liner Agencies of India Pvt Ltd)- JM Baxi Group	-	13.0	2	545	0.6	3,000	19	NA	48	4 Super Post Panamax	8	NA	4	NA	0.50	Chemicals, Machinery, Plastics, Vegetable oils, Electrical Equipments, Aluminum, Non-ferrous metals, Motor Vehicles, Knitted garments, Sporting products, Readymade Garments, Carpets, other Home textile, Embroidery equipments, Frozen meat, Medicaments and Engineering goods.	90% of this terminal's EXIM handled by CONCOR's rail connectivity. 15 export trains are placed on daily basis to Delhi, Ludhiana, Mulund, Ahmedabad, Hyderabad, Nagpur,Jodhpur, Aurangab-ad, Vadodara, Moradabad etc. Direct rail connectivity to 46 ICDs across major centers in India.
Nhava Sheva International Container Terminal	NSICT	DP World	1999	14.0	2	600	1.5	999,680	26	6,222	778	6 Post Panamax and 2 Super Post Panamax	29	3	3	2	66.65	Chemicals, Machinery, Plastics, Vegetable oils, Electrical equipments, Aluminum, Non-ferrous metals, Equipments, Motor Vehicles, Knitted garments, Sporting products, Cotton shirts, Carpets and other Home textile, Embroidery equipments, Frozen meat, Medicaments and Engineering goods.	Ahmedabad, Hyderabad, Nagpur,Jodhpur, Aurangabad, Vadodara, Moradabad etc. Direct rail connecivity to 46 ICDs across major centers in India.
Nhava Sheva India Gateway Terminal	NSIGT	DP World	2015	14.0	1	330	0.8	202,328	27	NA	336	04	12	NA	1	NA	25.29	NA	NA
APM Terminals Mumbai - Gateway Terminals India	GTIPL	APM Terminals and the Container Corporation of India	2006	14.0	2	712	1.8	1,860,283	52	9,723	880	10 Post Panamax	40	3	2	6	103.35	Chemicals, Machinery, Plastics, Vegetable oils, Electrical equipments, Aluminum, Non-ferrous metals, Equipments, Motor Vehicles, Knitted garments, Sporting products, Cotton shirts, Carpets and other Home textile, Embroidery equipments, Frozen meat, Medicaments and Engineering goods.	Operated approx 150 trains in a month and 90% of this terminal's EXIM handled by CONCOR's rail connectivity. 15 export trains are placed on daily basis to Delhi, Ludhiana, Mulund, Ahmedabad, Hyderabad, Nagpur,Jodhpur, Aurangabad, Vadodara, Moradabad etc. Direct rail connectivity to 46 ICDs across major centers in India.
Bharat Kolkata Container Terminal	BKCT	PSA is container handling services provider from Dec 2014 - KoPT	1979	8.5	5	812	0.9	577,000	13	3,000	NA	NA	NA	NA	9	NA	67.88	NA	Sealdah-Budge Budge - KDS, KDS-Diamond Harbour Station.
Haldia International Container Terminal	HICT	United Liner Agencies of India Pvt Ltd operating from 2015	1977	8.5	2	432	0.3	85,000	9	3,000	8	2 Panamax	4	NA	2	NA	28.33	Peas, metal scrap, raw asbestos, resins, electronic goods, machineries, chemicals, Jute & jute products, CI goods, aluminium products, steel and ferrochrome.	Haldia - Panskura, Haldia - Rajgoda.
Vallarpadam International Container Transhipment Terminal	ICTT	DP World	2011	14.5	2	600	1.0	429,000	40	2,500	450	4 Super Post Paramax	15	NA	3	NA	42.90	Raw Cashew nuts, Construction Materials, Interiror decoratives, Lighting Products, Plastic products, Ceramic derivatives, Cotton Yarn, Plastic Products, Processed Foods, Agri Ingredients, Coir, Oils, Food Ingredients, Food Products and Frozen foods.	ICD-Whitefield, Bengaluru to Vallarpadam ICTT on every Monday, Every firday from ICD Irugur, ICD.
PSA - SICAL Tuticorin Container Terminal	TCT	Sical and PSA International	1998	10.9	1	370	0.5	510,118	10	1,000	84	3	8	NA	2	1	110.00	Raw Cashew, Timber, Machinery, Waste Paper, Cotton, Metal scrap, Chemicals, Rubber products, Textile, Garments, Paper, Cashue Processed, Minerals, Garnet Sand, Cotton Yarn, Handlooms, Machinery, Sea Food, Granite and Coir pith.	Two CONCOR rail services per week linking Tuticorin to Bangalore. Also linked to ICDs at Madurai, Tirupur, Karur, Salem, Coimbatore, Chennai and Bangalore.
Dakshin Bharat Gateway Terminal	DBGT	Dakshin Bharat Gateway Terminal Pvt Ltd	2014	12.8	1	345	0.5	101,292	10	400	NA	2 Leibher seashore mobile cranes	NA	NA	2	NA	20.67	Raw Cashew, Timber, Machinery, Waste Paper, Cotton, Metal scrap, Chemicals, Rubber products, Textile, Garments, Paper, Cashue Processed, Minerals, Garnet Sand, Cotton Yarn, Handlooms, Machinery, Sea Food, Granite and Coir pith.	NA
APM Terminals – Pipavav	GPPL	APM Terminals Pipavav - Operating from 2005	2002	14.5	2	735	1.35	694,612	13	3,409	526	3 Post Paramax and 5 Super Post Paramax	18	4	9	2	51.5	Automobiles, electronics rice, white goods, scrap waste paper, chemicals agri commodities and engineering goods.	"Dadri, Loni, Moradabad, Tughalakabad, Vododra, Khodiyar, Jamnagar, Ankleshwar, Sanand, Amritsar, Ludhiana, Sahnewal, Jaipur, Jodhpur, Kota, Faridabad, Patli, Garhi Harsaru, BallabhgarhRewari, Dronagiri, Malanpur".

MAJOR COMMODITIES BY VOLUME - TOP 5 EXPORTS

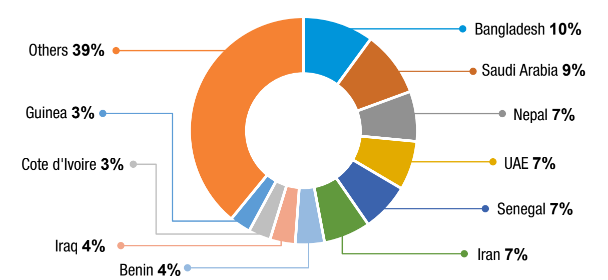
1 CEREALS

Cereals constitute a share of 7.2% in India's total exports in terms of volume. It has grown with a CAGR of 7% during the last five years (CY2011-CY2015). India is a major exporter of cereals and second largest producer of rice. Rice (including Basmati and Non- Basmati) occupy major share (about 65%) in India's total cereals export while other cereals including wheat represent 35% share. Major states producing rice are Punjab, Uttarakhand, and Uttar Pradesh. Likewise, the major importing countries of India's cereals during this period were Bangladesh, Saudi Arabia, and UAE.

EXPORT VOLUMES



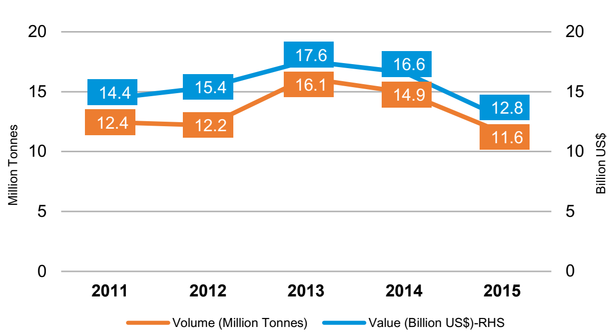
MAJOR DESTINATIONS



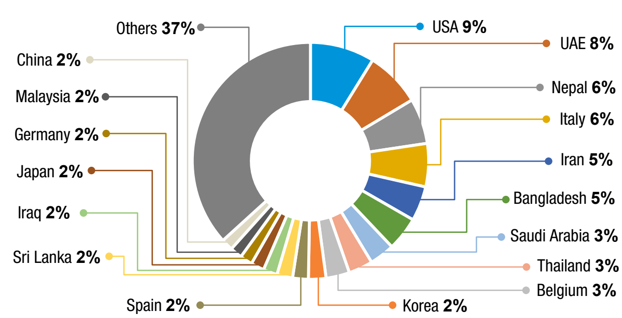
2 IRON AND STEEL PRODUCTS

The steel industry in India witnessed a rapid rise in production over the past few years on the backdrop of capacity enhancement. This has resulted in India becoming the third largest producer of crude steel. Turbulence in global economy has affected adversely on the global steel demand. This has resulted in decline in steel and steel products exports in recent years. Recently the government has raised the import tariff on steel to protect domestic steel manufacturers from cheap Chinese steel. However, the engineering and manufacturing firms in the country are now demanding to lift the tariff to reduce raw material cost and make the end products competitive in the international market.

EXPORT VOLUMES



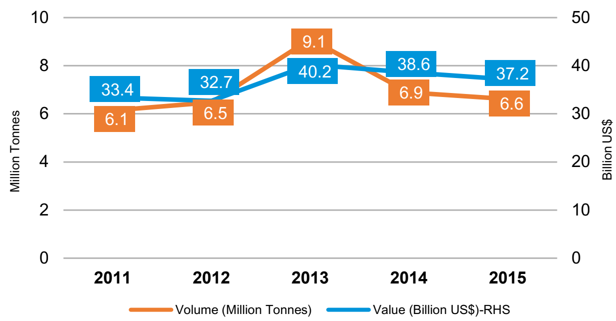
MAJOR DESTINATIONS



3 TEXTILES & GARMENTS

India is one of the largest producer and exporter of textile and garment in the world. The industry has a very strong base in the country with wide range of fibre/yarns from natural fibres like cotton, jute, silk, wool and synthetic /man fibres. India is the second largest producer of raw cotton and cotton yarn. Asian countries including China dominate the apparel and textile exports and India not far behind. However, with the escalating cost and increasing domestic demand in China, its export growth is expected to come down. This can be an opportunity for India to tap additional market share.

EXPORT VOLUMES



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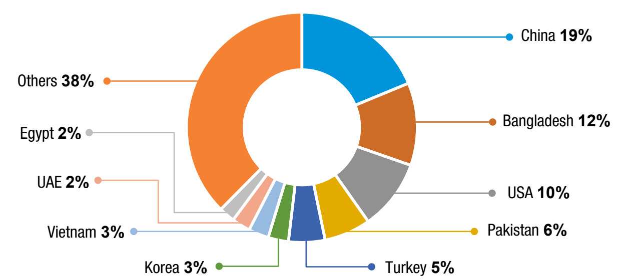
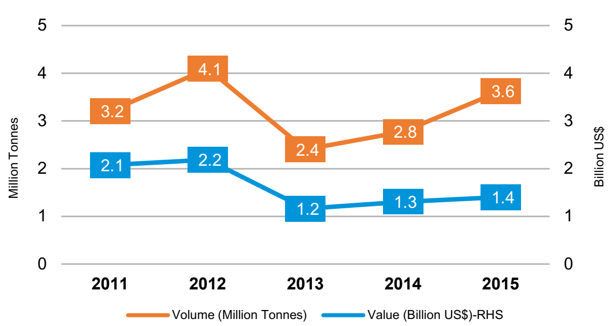


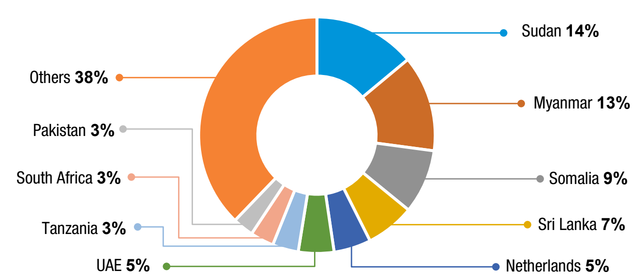
4 SUGARS AND SUGAR CONFECTIONERY

India is one of the major global producers of sugar along with Brazil, and China. Major sugar producing states are Uttar Pradesh, Maharashtra, Karnataka, Tamil Nadu, Andhra Pradesh, Telangana, Bihar, Gujarat and Uttarakhand.

EXPORT VOLUMES



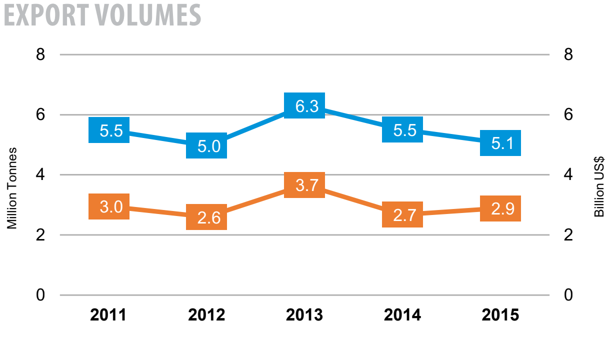
MAJOR DESTINATIONS



5 PLASTIC PRODUCTS

India is one of the major exporters of plastic in the developing world. The products range from raw materials to finished goods, such as, polyester films, plastic woven sacks and bags, electrical accessories etc. Exports of plastic finished goods have increased two fold during 2007 to 2012. But fierce competition from countries such as China, Taiwan and other regional countries are restricting growth. Exports during 2011 till 2015 have hovered around 5.5 million tonnes. The exports of value added plastic products could be a huge growth opportunity for India as the country has excellent potential in terms of capacity, infrastructure and cheap labour availability. The industry is less dependent on imports as the raw materials, including polypropylene, high-density polyethylene, PVC are manufactured domestically.

EXPORT VOLUMES



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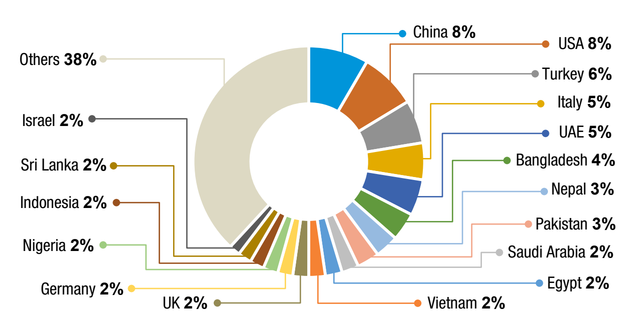
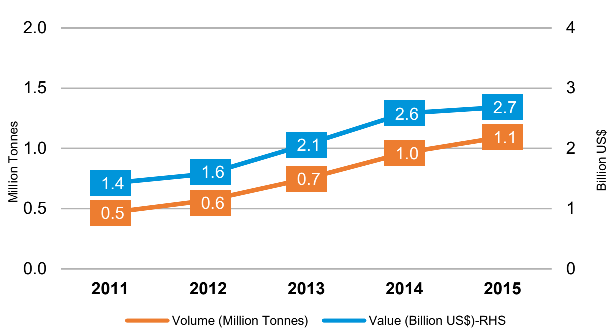


MAJOR COMMODITIES BY HIGH GROWTH - TOP 5 EXPORTS

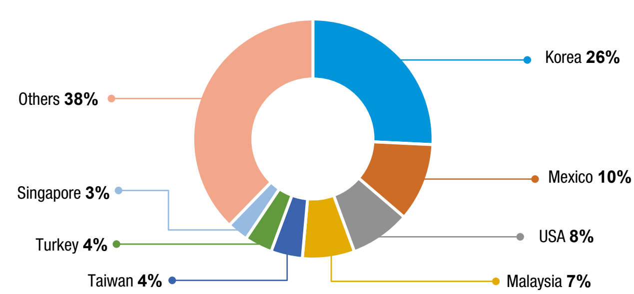
1 ALUMINIUM PRODUCTS

In India's total export volume, aluminium registered a CAGR of 24% during CY2011-15. In line with rising aluminium exports, production capacity rose to 2.65 million tonnes in 2015-16 from 1.8 million tonnes in 2013-14, with a y-o-y increase of 21%. Aluminium production is mainly concentrated around Chhattisgarh, Madhya Pradesh, Odisha, Uttar Pradesh and Tamil Nadu. High growth in exports in 2015 is also attributed to the slowing aluminium demand within the country. During FY2015-16, Hindalco, one of the major aluminium producers in the country exported half of its production compared to a fifth in the previous year.

EXPORT VOLUMES



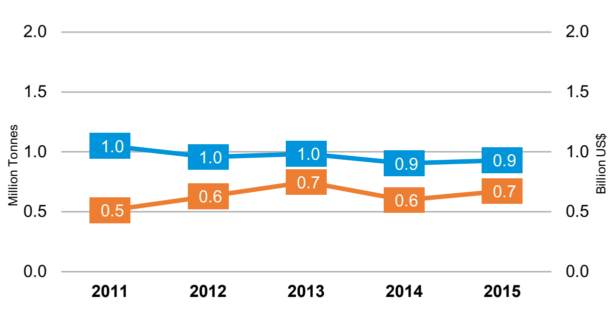
MAJOR DESTINATIONS



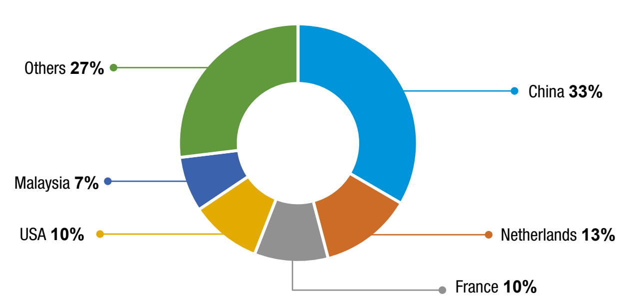
2 ANIMAL & VEGETABLE FATS, OILS

Animal & vegetable fats and oil exports grew at a CAGR of 7% during CY2011-CY2015. Karnataka, Andhra Pradesh Maharashtra and Bihar are the major states producing oil seeds which are processed into vegetable fat. Vegetable fat is the major export item. India exports particularly oilcakes and oilseeds to advanced countries like China, Netherlands, France USA and Malaysia.

EXPORT VOLUMES



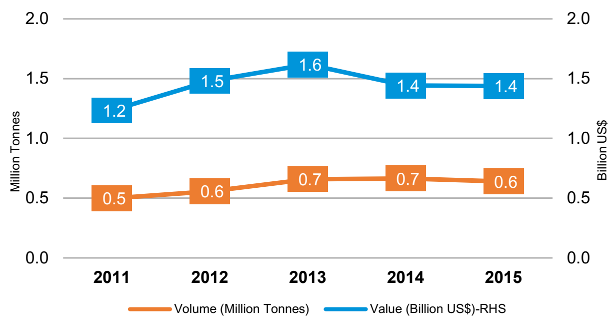
MAJOR DESTINATIONS



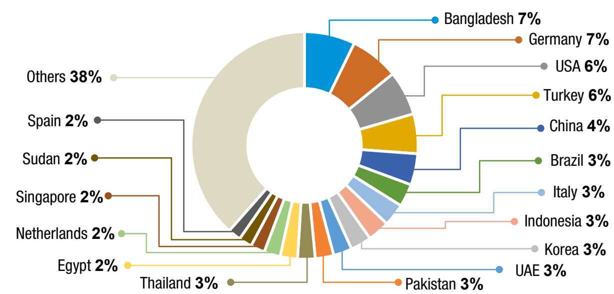
3 PAINTS & DYEING MATERIALS

Exports of paints & dyeing materials grew at a CAGR of 6% during CY2011-CY2015. Maharashtra and Gujarat account for majority of dyestuff production due to availability of raw materials and dominance of textile industry. India already has a strong presence in the export market of the sub-segments of dyes, pharmaceuticals and agro chemicals. Exports of dyes are also expected to increase due to the shift of production bases from developed countries to India on account of stringent pollution control measures being adopted in those countries. India exports dyes to Germany, UK, US, Bangladesh, Spain, Turkey, Singapore and Japan.

EXPORT VOLUMES



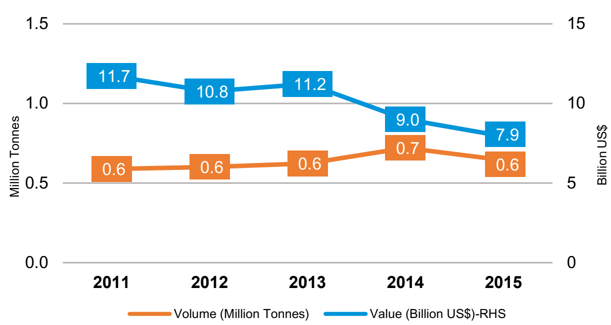
MAJOR DESTINATIONS



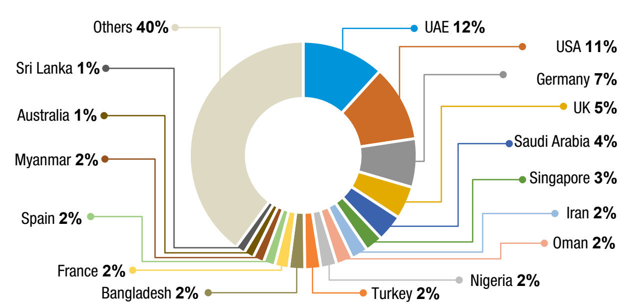
4 ELECTRICAL & ELECTRONIC EQUIPMENTS

The Indian Electrical Equipment (IEE) industry, which includes power generation and transmission & distribution (T&D) equipment, is very matured. There is huge transformer manufacturing capacity and India is catering to the need of many developing nations around the world. Similarly, insulated wire exports are also increasing.

EXPORT VOLUMES



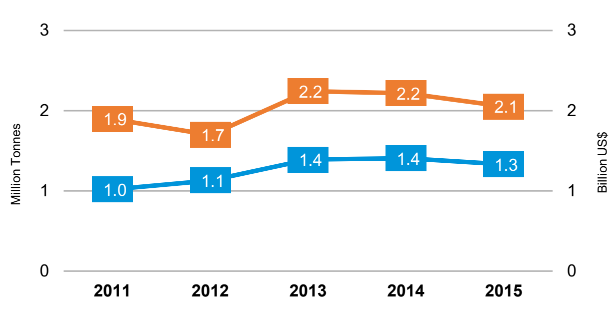
MAJOR DESTINATIONS



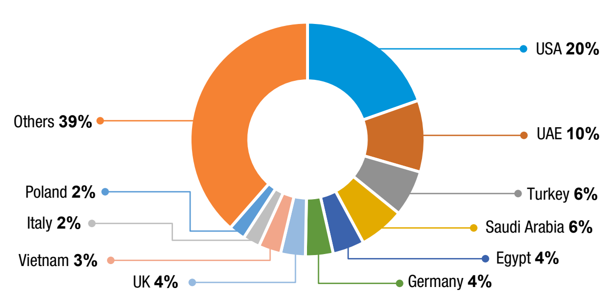
5 ART OF STONE, PLASTER, CEMENT, ETC

India has been known for decades for its stone industry and it is one of the biggest exporters of natural stone and monuments in the world. The majority of factories are in Tamil Nadu. The demand for artefacts especially carved work is on the rise all over the world. These include articles made up of granite, marble, plasters and cement. The main markets are USA, UAE, Turkey and Saudi Arabia.

EXPORT VOLUMES



MAJOR DESTINATIONS

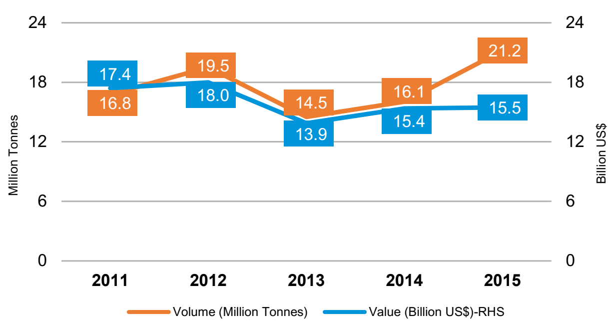


MAJOR COMMODITIES BY VOLUME - TOP 5 IMPORTS

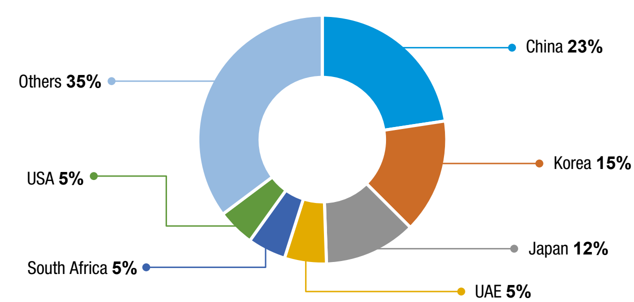
1 IRON AND STEEL PRODUCTS

Import of iron and steel products rose at a CAGR of 6% during CY2011-CY2015 to reach 21.2 million tonnes. Iron imports rose moderately till 2014. However, there was a sharp rise of 32% year-on-year in 2015. Steel scrap constitutes about 30% of this import. India's steel industry is expected to boost its scrap consumption over the next few years. Imports of steel scraps are expected to rise in coming years due to strong demand for steel.

IMPORT VOLUMES



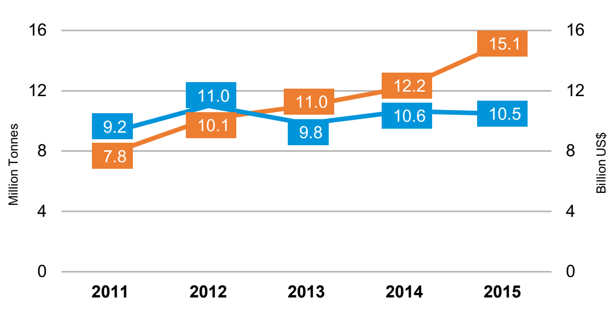
MAJOR SOURCES



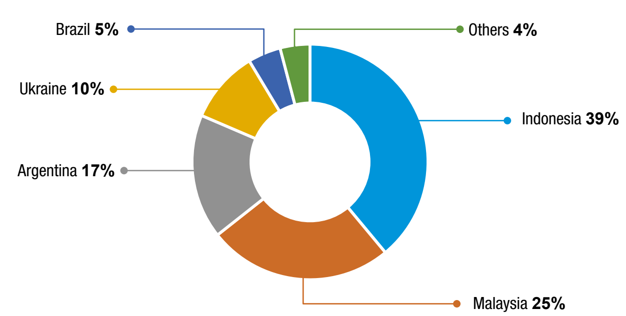
2 ANIMAL & VEGETABLE FATS & OILS

Imports of Animal/vegetable fats and oil rose at a CAGR of 18% during last five years. India, the world's leading buyer of vegetable oil, mostly imports palm oil followed by soybean and sunflower oil. Imports are getting cheaper following measures taken by Indonesia and Malaysia – two of the world's top palm oil producers to clear their huge stock. Domestic demand is expected to rise as household consumption of oil is bound to increase due to the demographic change.

IMPORT VOLUMES



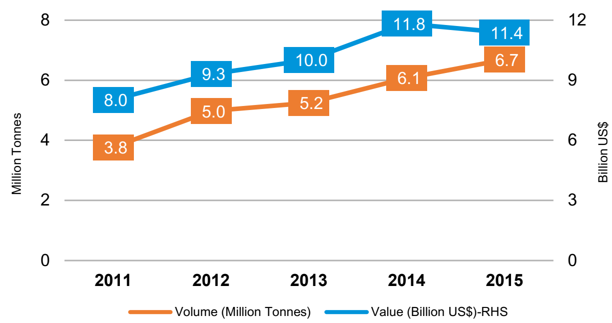
MAJOR SOURCES



3 PLASTIC PRODUCTS

Import of plastic products rose at a CAGR of 15% in the last five years' (CY2011-CY2015). Ethylene and Polyvinyl Chloride (PVC) are major products. In India, demand for PVC is driven by the agriculture and construction sector. PVC pipes for irrigation and water distribution account for a bulk of the country's demand as domestic production fails to keep pace. Demands for such plastic products are expected to rise further in coming years. PVC is consumed by a large number of small and medium sized manufacturers to make finished products.

IMPORT VOLUMES



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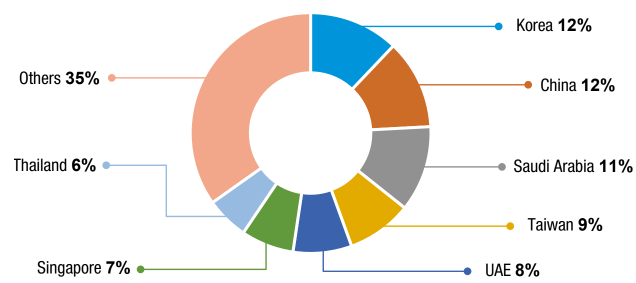
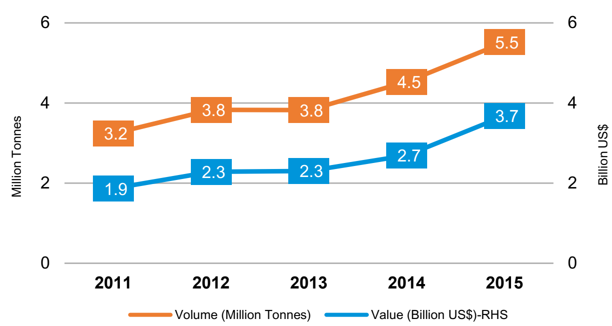


4 EDIBLE VEGETABLES, ROOTS & TUBERS

Import of edible vegetables, roots & tubers increased at a CAGR of 14% during CY2011-CY2015. Leguminous vegetables, dried shelled fruits continue to be largest segment of import trade. India is also one of the major importers of leguminous vegetables like Peas, Lentils Seeds, Broad beans, kidney beans etc. Major import sources are Canada, Myanmar and Australia.

IMPORT VOLUMES



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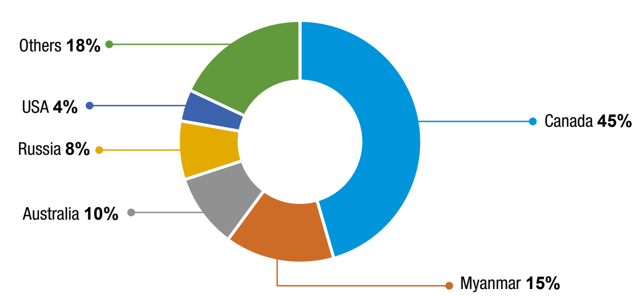
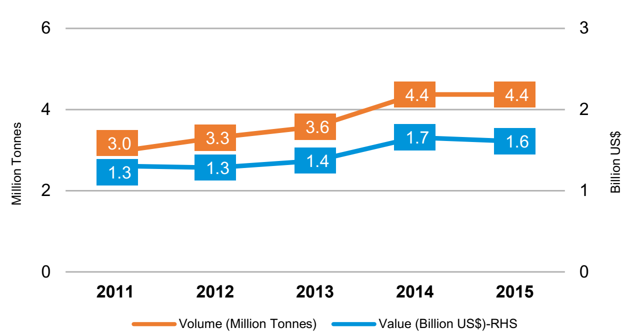


5 PULP OF WOOD OR OTHER FIBROUS MATERIAL

Import of wood pulp grew at a CAGR of 10% during CY2011-CY2015. India is a wood fiber deficient country, with the domestic demand and supply widening every year. Therefore, domestic manufacturers are looking towards cheaper imports to fulfill their demand.

IMPORT VOLUMES



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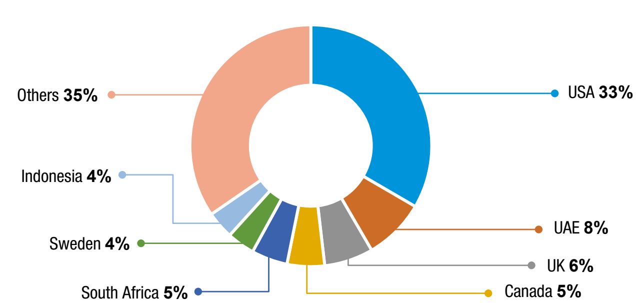
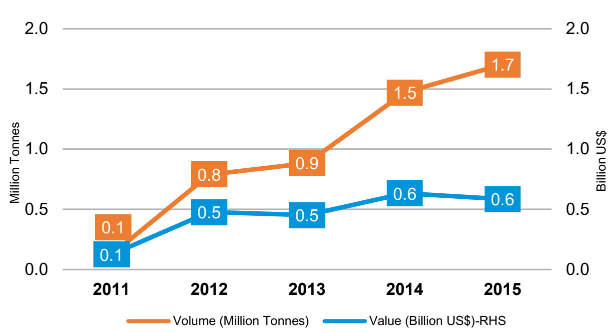


MAJOR COMMODITIES BY HIGH GROWTH - TOP 5 IMPORTS

1 SUGARS AND SUGAR CONFECTIONERY

Sugar and sugar confectionary imports increased at an astounding CAGR of 93% during CY2011-CY2015. International price of sugar is currently low which is offering incentive for importers to replace domestic supply of beet sugar with cheaper imports for producing finished goods. Substantial part of India's sugar imports came from Brazil (more than 90%).

IMPORT VOLUMES



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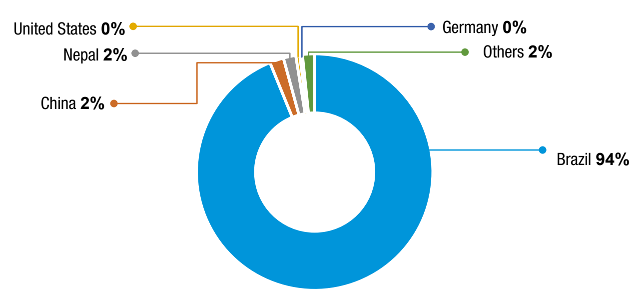
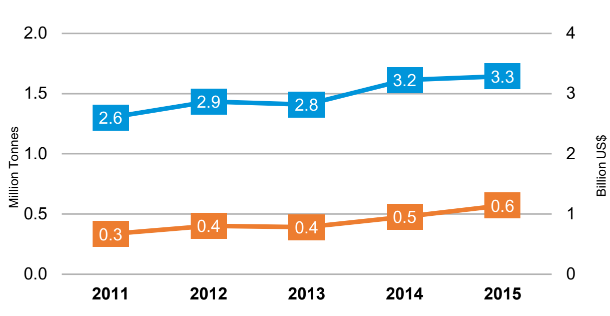


2 COPPER PRODUCTS

Copper imports rose at a CAGR of 14% during CY2011-CY2015. India imports copper scrap and transforms it into refined copper which is both consumed in the country and exported to the international market. Copper is indispensable for many sectors which are on fast growth track. Electrical, transport, general engineering, and consumer durables are high growth potential markets in India. Key drivers for demand growth are infrastructure development which is a key priority for the government and growing domestic market extending to rural areas.

IMPORT VOLUMES



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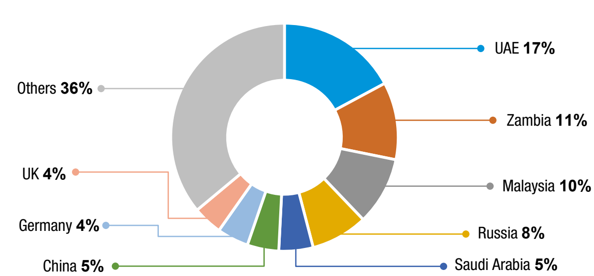
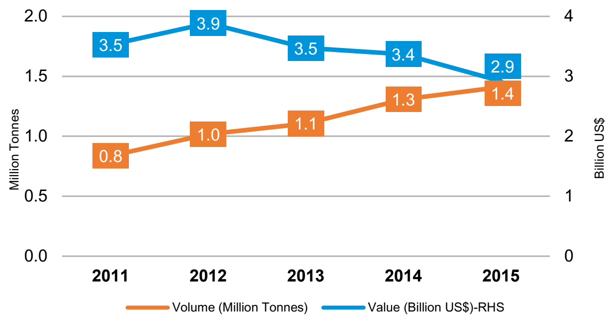


3 RUBBER PRODUCTS

Imports of rubber products increased at a CAGR of 10% in the last five years (CY2011-CY2015). Indian rubber industry is unique in the sense it is a major producer and consumer of natural rubber. Major import sources are Indonesia, Korea and UK.

IMPORT VOLUMES



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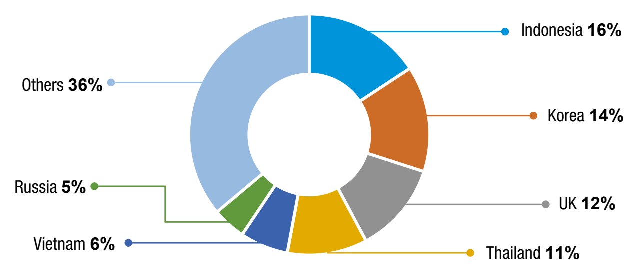
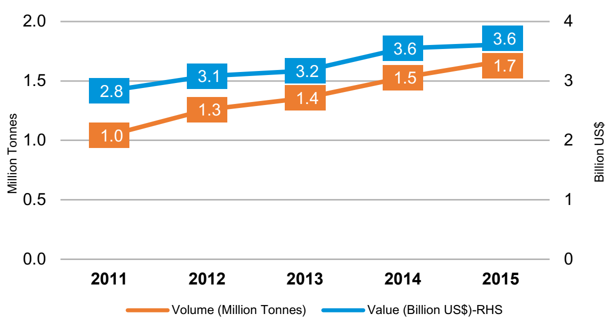


4 ALUMINIUM PRODUCTS

Indian import of aluminium grew at a CAGR of 12% during CY2011-CY2015. Although India has large bauxite reserves, converting the metal for its scraps is always cost effective. Therefore, about half of the India's imports in this category is scrap. As discussed above, this metal and its products are also categorised in high growth exports mostly unwrought aluminium.

IMPORT VOLUMES



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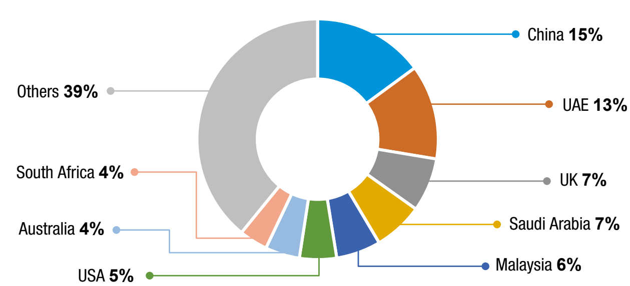
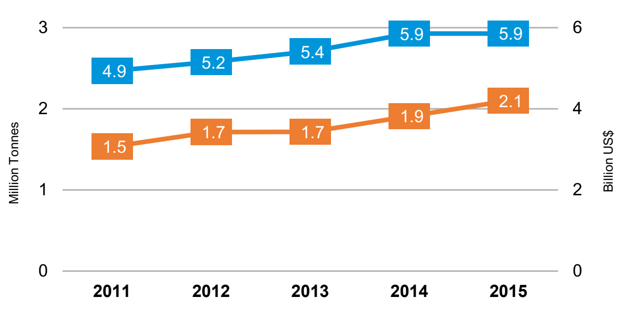


5 TEXTILES & GARMENTS

Indian import of textiles and garments rose at a CAGR of 8% during CY2011-CY2015. Imports in this category mostly constitute yarns, bed accessories and other furnishings fabrics. China, Bangladesh and USA are among major import partners of India.

IMPORT VOLUMES



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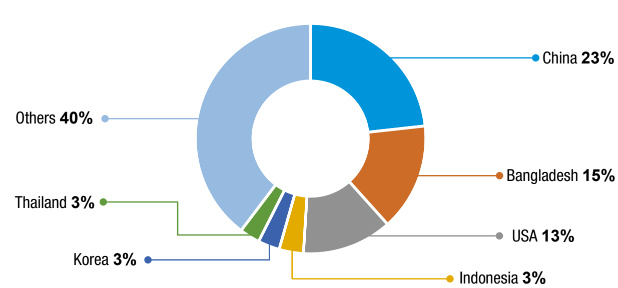

JSW MODERNISES JAIGARH PORT TO HANDLE LARGER CAPESIZE SHIPS

A modern, mechanised and magnificent port for Maharashtra's economic growth.

KEY HIGHLIGHTS OF JSW'S JAIGARH PORT:

- A modern, mechanized, environment friendly deep water port (20 mtrs) in Maharashtra has handled large Capesize Vessels (200000 DWT) and is getting ready for a giant leap to handle 65 MTPA of cargo. Also, it is aiming for direct berthing of next generation vessels i.e. largest Dry Bulk Carrier (Vale Max), LNG Carrier (Q-Max), Container Vessel (EEE Series-18000 TEUs) & Very Large Crude Carriers (340000 MT) with active Government support.
- A 'Jaigarh-Digni Rail Limited' SPV has been formed and the project is being implemented as a joint venture with Konkan Railway and Government of Maharashtra. Jaigarh Port would be connected to Indian Railway Network by March 2018.
- Ministry of Shipping has identified Jaigarh Port in the formation of a Coastal Economic Region in the visionary Sagar Mala Project on the West Coast and is poised to drive economic development of the region.
- JSW Infrastructure is expanding the total capacity at its ports to 200 MTPA.

JSW Infrastructure

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